

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

SEPTEMBER 1, 1952



Syringa Microphylla

SEEDS

TREE—SHRUB—PERENNIAL
FLOWER—GRASS—VEGETABLE

Correspondence with seed collectors and growers invited.

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Free catalog "Seeds for Nurserymen."

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Our shade and ornamental trees are first-class, well-shaped, young and vigorous, nursery-grown with good roots.

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Prices are per 100. TERMS: Regular.

ASH, American White, <i>Fraxinus americana</i>.		MAPLE, Norway Acer platanoides.	
5 to 6 feet	\$ 90.00	4 to 5 feet, whips	\$ 50.00
6 to 8 feet	125.00	5 to 6 feet, whips	75.00
8 to 10 feet	175.00	6 to 7 feet, whips	100.00
Green, <i>Fraxinus pennsylvanica lanceolata</i>.		6 to 8 feet, branched	225.00
5 to 6 feet	90.00	8 to 10 feet, branched	300.00
6 to 8 feet	125.00	Schwedler, Acer platanoides schwedleri.	
8 to 10 feet	175.00	4 to 5 feet, whips	100.00
BIRCH, Cutleaf Weeping, <i>Betula pendula laciniata</i>.		5 to 6 feet, whips	135.00
5 to 6 feet	175.00	6 to 7 feet, whips	175.00
6 to 8 feet	225.00	6 to 8 feet, branched	275.00
8 to 10 feet	325.00	8 to 10 feet, branched	400.00
European White, <i>Betula pendula (alba)</i>.		Crimson King Maple, Acer platanoides schwedleri nigra.	
5 to 6 feet	100.00	4 to 5 feet, whips	125.00
6 to 8 feet	125.00	5 to 6 feet, whips	150.00
8 to 10 feet	175.00	6 to 7 feet, whips	200.00
European White CLUMP FORM.		7 to 8 feet, whips	250.00
3 to 4 feet, 3 stems	125.00	Silver, Acer saccharinum (dasycarpum).	
4 to 5 feet, 3 stems	150.00	5 to 6 feet	75.00
CATALPA bungei, Umbrella Catalpa.		6 to 8 feet	125.00
4 to 5-foot stems, 1-year heads	100.00	8 to 10 feet	175.00
5 to 6-foot stems, 1-year heads	125.00	1 1/4 to 1 1/2 inches	200.00
4 to 5-foot stems, 2-year heads	125.00	1 1/2 to 1 3/4 inches	275.00
5 to 6-foot stems, 2-year heads	150.00	Sugar, Acer saccharum.	
ELM, American White, <i>Ulmus americana</i>.		6 to 8 feet	225.00
6 to 8 feet	90.00	8 to 10 feet, 1 to 1 1/4 inches	300.00
8 to 10 feet	125.00	1 1/4 to 1 1/2 inches	400.00
1 1/4 to 1 1/2 inches	150.00	1 1/2 to 2 inches	500.00
1 1/2 to 1 3/4 inches	250.00	MOUNTAIN ASH, European, <i>Sorbus aucuparia</i>.	
1 3/4 to 2 inches	300.00	5 to 6 feet	150.00
2 to 2 1/2 inches	400.00	6 to 8 feet	200.00
Chinese, <i>Ulmus pumila</i>, Siberian Elm.		8 to 10 feet	250.00
5 to 6 feet	55.00	OAK, Pin, <i>Quercus palustris</i>.	
6 to 8 feet	90.00	6 to 8 feet	275.00
8 to 10 feet	120.00	8 to 10 feet, 1 1/4 to 1 1/2 inches	350.00
1 1/4 to 1 1/2 inches	150.00	1 1/2 to 2 inches	450.00
1 1/2 to 1 3/4 inches	200.00	POPLAR, Lombardy, <i>nigra italica</i>.	
Moline, <i>Ulmus molini</i>.		5 to 6 feet, low-branched	28.00
5 to 6 feet	100.00	6 to 8 feet, low-branched	35.00
6 to 8 feet	125.00	8 to 10 feet, low-branched	50.00
8 to 10 feet	175.00	1 1/4 to 1 1/2 inches, low-branched	60.00
1 1/4 to 1 1/2 inches	200.00	1 1/2 to 2 inches, low-branched	90.00
HONEY LOCUST, Thornless, <i>Gleditsia triacanthos inermis</i>.		SYCAMORE or American Plane Tree, <i>Platanus occidentalis</i>.	
5 to 6 feet	125.00	5 to 6 feet	100.00
6 to 8 feet	200.00	6 to 8 feet	140.00
LINDEN, American, <i>Tilia americana</i>.		8 to 10 feet	200.00
6 to 8 feet	175.00	WILLOW, Niobe Weeping, <i>Salix babylonica</i>.	
8 to 10 feet	225.00	5 to 6 feet	55.00
1 1/4 to 1 1/2 inches	275.00	6 to 8 feet	85.00
LINDEN, Pyramidal, Pyramidal American Linden.		8 to 10 feet	100.00
6 to 8 feet	200.00	1 1/4 to 1 1/2 inches	125.00
8 to 10 feet	250.00	1 1/2 to 1 3/4 inches	175.00

Wisconsin Weeping, *Salix blanda*.

5 to 6 feet \$ 55.00

6 to 8 feet \$ 85.00

8 to 10 feet \$ 100.00



One of America's Foremost Nurseries

Mount Arbor Nurseries

ESTABLISHED 1875

• SHENANDOAH IOWA •

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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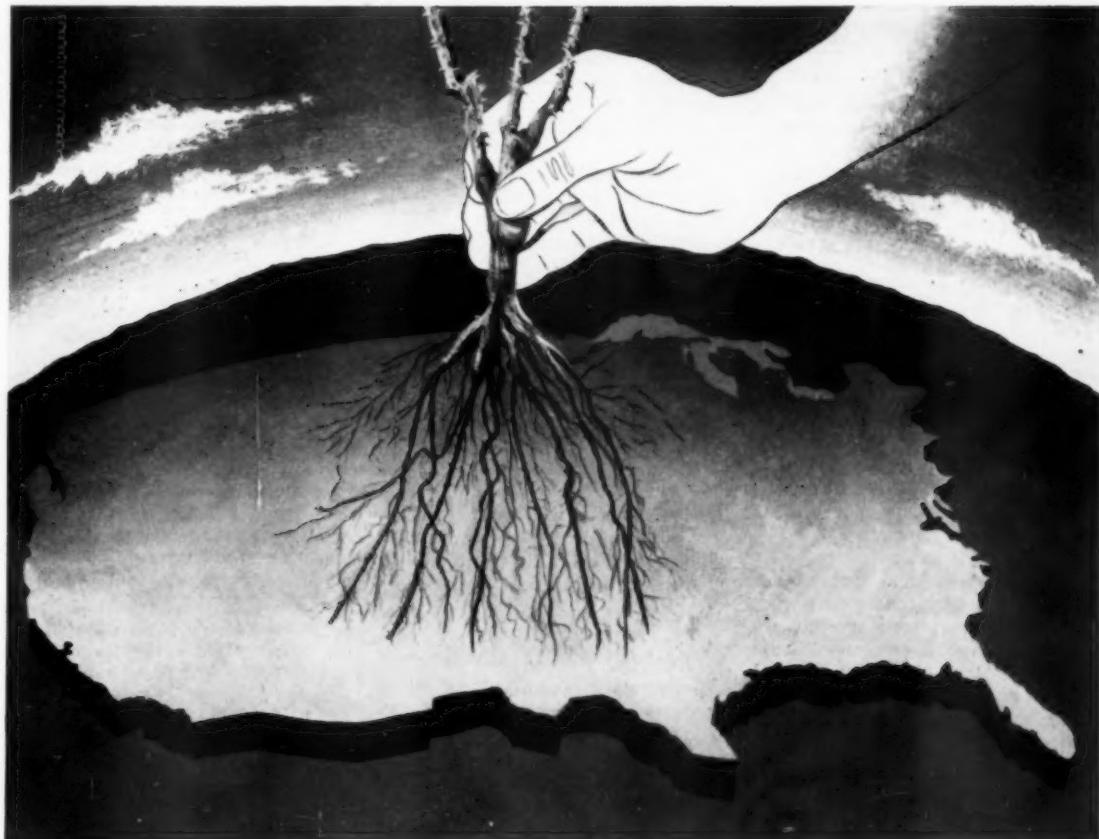
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Forms for the September 15 issue will close Monday, September 1.

Forms for the October 1 issue will close Monday, September 22.

Mail copy to arrive at Chicago by these dates—no later!



PLANT IT anywhere...

If it's from Howards of Hemet . . . it's sure to grow!

Our mountain valley rose farm site has the most ideal growing conditions in the world.

Extremely rich soil, ample irrigation facilities, plus a growing season that is hot—

and rose bushes thrive under the summer desert sun. However, the winters are cold. This is actually a test of the hardiness of the bush. We call them "Seasoned Rosebushes" . . . your assurance they will grow anywhere!

Drop us a note. We would like to put your name on our mailing list for special literature.



HOWARDS of HEMET

"Seasoned Rosebushes"

PATENTED AND NON-PATENTED ROSEBUSHES FOR THE WHOLESALE TRADE
HOWARD ROSE COMPANY • BOX 725 • HEMET • CALIFORNIA

Trademark

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Kenneth A. Brent, *Managing Editor*

Editorial

FUTURE MARKETS

Practical results of the cooperative meetings of landscape architects and nurserymen in the New York and surrounding area have come in the formation of an information service to provide the first group with data on stock available from the second group. As reported in detail on another page of this issue, the project will be of prime service in meeting the needs of public works officials, park departments and the like, as well as those landscape architects in private practice.

The desirability and the ends to be achieved in such cooperation were set forth on this page a month ago, when landscape architects of the New York and Philadelphia areas joined with New Jersey nurserymen in an outing which advanced discussion and cooperation. At present the information service outlined in this issue is to include region 1 of the American Association of Nurserymen. Its support by those concerned will be a guide to possible interest in other regions. Its successful operation would doubtless lead to other such regional organizations, and possibly a national one.

When home building subsides, these important customers of the nurserymen will probably be more active. To know their wants and to be able to furnish stock to satisfy them should be a definite support to future markets.

FTC ACTS ON SOIL CLAIMS

Undertaking a broad investigation of the new chemical soil conditioners, the federal trade commission is reported to have in mind asking the manufacturers to work out a code of fair advertising claims. Cooperation is expected from the reputable manufacturers in this regard, but FTC officials believe that, when the investigation is over, the commission will have to clamp down on what are described as "a few less scrupulous adventurers in the market."

Leading manufacturers, including at least two of the largest chemical companies in the country, have expressed the fear that these unscrupulous competitors, by marketing inferior materials with inflated claims,

The Mirror of the Trade

may turn the public against all soil conditioners.

The FTC, instead of merely investigating the concerns against which complaints have been filed, is making what officials term a "project investigation" of the entire industry. Meetings have been held with representatives of the industry and of the United States Department of Agriculture. The FTC hopes to find out what the soil conditioners really can do.

The investigation by the FTC was begun partly on the recommendation of the agriculture department, but also because of complaints from some dissatisfied users and from the peat moss industry. The chemical soil conditioners are advertised to do chemically what peat moss does naturally.

SOIL CONDITIONERS

Since the announcement of a chemical soil conditioner, as a result of long research by one of the giants of the chemical industry, Monsanto Chemical Co., appeared in this magazine and elsewhere early in the year, nurserymen have been offered or seen advertisements of soil conditioners under many names.

The sudden appearance of these products on the market arose from the competition between two of the largest chemical manufacturers and from the desire of smaller processors to take advantage of the public interest aroused in this novel aid to gardeners.

Upon the announcement by the Monsanto Chemical Co. of the results obtained with a new synthetic polyelectrolyte, Krilium, it was revealed that one of the main raw materials used in its manufacture, acrylonitrile, was already being produced also by American Cyanamid Co. and had been the subject of experiments in soil conditioning by the latter company. Acrylonitrile is already used in the production of synthetic rubber and in some of the new synthetic textile fibers.

While both of the big chemical manufacturers intended to await larger commercial production another year before promoting large-scale distribution, the Monsanto announcement created such public interest in soil conditioners that smaller processing firms rushed to cash in on it.

Under various names, different

chemical companies, some previously catering to the horticultural field and some not, offered chemical soil conditioners to the public in increasing number.

Chief raw material for most of the new soil conditioners is acrylonitrile supplied by the American Cyanamid Co., which has, in fact, publicly announced that it is providing to smaller processing and distributing firms its processed product, Aerotil, in two forms, one soluble, highly concentrated flecks for sprinkling, and the other a powder to be raked into the soil.

Subsequently Monsanto Chemical Co. started sale of its Merloam concentration of Krilium, which is stated not to be produced from acrylonitrile.

Nurserymen who contemplate offering one of these products should be certain of the material used and its source, under whatever brand name. There is definite value to the proper chemicals when rightly used, but that calls for accuracy and care. The limitations of the products have been pointed out honestly by the big chemical manufacturers mentioned above.

ANTIBIOTICS FOR PLANTS

Antibiotics, the miracle drugs used so successfully in treatment of contagious disease germs in humans, may soon be helping combat plant diseases and insect pests.

Dr. H. C. Young, of the botany and plant pathology department at the Ohio agricultural experiment station, Wooster, reports that experiments now are being set up to test the effectiveness of these drugs in treating diseases and pests of plants. Streptomycin and terramevin, now familiar to the public, are being supplemented by other antibiotics such as rimocidin, thiolutin and polymyxin.

Aim of the project, Dr. Young said, is to see if the drugs in solution will flow freely through the plant tissue, thus controlling fungus diseases.

Work already has been done in the treatment of fire blight in apple and pear trees, although no final conclusions have been reached for commercial recommendations. Streptomycin prevented halo blight in beans when applied to the seeds.

Oak wilt disease also is being fought with the new antibiotics, Dr. Young said.

Mail Order Group Attacks Ad Problem

Progress in the effort to stabilize advertising in the nursery industry was made at the annual meeting of the National Mail Order Nurserymen's Association, held at the Hotel La Salle, Chicago, August 11 and 12. The progress came in the form of re-

pointed out, through which an unprincipled advertiser might evade the standards.

With respect to recommendation No. 1, it was suggested that the use of misleading adjectives be avoided, so that, for example, an advertiser would not be able to use such a phrase as "Giant No. 4 Gladiolus Bulbs." There was a suggestion that rose advertising be dealt with separately, because of certain conditions peculiar to roses.

It was further suggested that the third recommendation be altered to state that nursery stock be specified as either "nursery-grown" or "not nursery-grown," on the premise that such items as greenhouse bench roses are neither collected nor nursery-grown, so that the designations in the original recommendation would not cover the situation. One idea was that the words "bench-grown" be used when they apply. A substitution of the words "reasonably true" for the word "reasonable" in recommendation No. 4 was also promulgated.

The discussants seemed to agree that the practice of tying or gluing additional flowers or fruits onto a particular plant or tree to enhance its appearance for a photograph was a time-honored custom and did not constitute misrepresentation.

To a suggestion that a statement as to hardiness be required in nursery stock advertising, Mr. Rose said that

his committee had considered that point and had eliminated it from the series of recommendations because of the belief of the committee that "hardiness" would be difficult to delineate.

The draft of minimum standards of packaging for nursery stock shipments, made by a special committee under the chairmanship of Wayne Ferris, of the Earl Ferris Nursery, Hampton, Ia., was approved without dissent. The complete text of this draft appears on this page. Both the packaging and the advertising standards will receive further study from the A. A. N. and N.M.O.N.A., and a final set of proposals is expected as soon as the two associations have had time to work them out together.

Officers elected by the National Mail Order Nurserymen's Association for the coming year include the following:

President, M. Vaughn Woodard, Neosho Nurseries Co., Neosho, Mo.; vice-president, Clark Kidd, Arp Nursery Co., Tyler, Tex.; secretary-treasurer, Robert Bauge, Earl E. May Seed Co., Shenandoah, Ia. Newly elected directors include Kenneth Krider, Krider Nurseries, Inc., Middlebury, Ind., and Thomas Kyle, Bohlender Nurseries, Tipp City, O.

The feature of the first morning's session was a panel discussion on the topic, "What Makes a Catalog

[Continued on page 66]



M. Vaughn Woodard

ports by two special committees named by the mail-order group to formulate tentative standards for nursery advertising and for packaging of nursery stock for shipment.

George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., reporting for the committee on minimum advertising standards, presented the following tentative criteria to be used in judging the acceptability of nursery advertising:

1. The advertisement must specify the true grade of the stock advertised, according to American Association of Nurserymen grade standards.

2. The advertisement must mention the true name of the stock advertised. When there is a question as to the true name of the stock, the generally accepted botanical name must be given.

3. When the advertised stock is not nursery-grown, the advertisement must state that it is collected stock.

4. Illustrations used in connection with advertised stock must be reasonable representations of the item being illustrated.

Mr. Rose said that the standards as presented here will be submitted to the group considering the same problem for the A. A. N. and a joint effort will be made to work out a final set of recommendations.

The amount of discussion from the floor following Mr. Rose's report left little doubt that additional work will have to be done before a completely satisfactory set of standards can be worked out. Several loopholes were

SUGGESTED MINIMUM PACKAGING STANDARDS

The roots of bare-root nursery stock consisting of, but not limited to, the following: Trees, shrubs, vines and ground covers, berry plants, perennials, roses, evergreens, must be packed in a wettable, moisture-retaining material. Sphagnum moss is considered to be the most satisfactory material, but shingle tow, softwood excelsior, peat moss and other like material may be used as a mixture or alone. This packing material must be wet enough and of sufficient bulk at the shipping point to maintain a moist condition about the roots throughout the period the shipment is in transit, allowing for a reasonable shipping period.

The packing material and the roots or butts of the plants must be wrapped or boxed in a water-

proof material heavy enough to withstand normal shipping conditions. By waterproof material is meant a tar-centered paper or a kraft paper waxed on one side or a kraft paper with a waxed or tarred paper liner or a plastic wrap. If a box is used, it should have a waxed or similar lining to insure retaining a moisture content for the roots.

The tops of all bundles should be wrapped with a covering of paper, straw or similar material to protect the plant from injury and drying out.

All bundles, boxes or similar containers must be either tied, stapled, sealed with tape or a glue or tar in such a manner as to insure delivery in good condition under normal postal and express handling.

New Jersey Meets in Rain

By Raymond P. Korbobo, Secretary

If it rains one more year on the day of the annual summer meeting of the New Jersey Association of Nurserymen, the group is seriously considering petitioning the Washington office of the A. A. N. to change its name to "New Jersey Rain Makers' Association." For the third time in four years, a dry spell was broken by torrential downpours on the day the New Jersey association picked for its summer meeting.

With New Jersey just about to be marked as a "disaster area," the committee that planned the outdoor program felt certain that the drought would be broken on the day of the program. Not only did the rain wait for the day—it waited for the moment that the proposed tour of well-landscaped properties began!

The meeting convened at the new buildings and grounds of Turner Bros.' Nursery, West Long Branch. This firm recently completed extensive modernization of its buildings and salesyard. Fortunately, there was ample room for everyone to take cover and enjoy a day of fine fellowship while waiting for the excellent clambake dinner.

Visit Race Track

A full day was planned for the more than 200 members and guests. It started on time, and the first stop was the Monmouth Jockey Club, just a few miles from the nursery. The group was taken there to show the work of Turner Bros.' Nursery in planting the entire race track grounds, which cover many acres. With the exception of the lawn areas,

every one of the nearly 100,000 plants used in the landscape design were grown at Turner Bros.' Nursery and planted by the same firm. It was explained by Arthur Turner that many physical handicaps had to be overcome, since the race track was located over swamplands. After much trouble, caused by poor drainage or hard-packed soil that came as a result of huge land-excavating equipment, the planting was completed. As it now stands, every plant on the grounds is growing "contentedly."

It was pointed out that the huge flower boxes on top of the grandstand that are now planted with large California privet plants were originally planted with hawthorn trees. The boxes of soil were so huge and heavy that they had to be raised to the roof with the largest construction crane that could be found in the area.

It might be of interest to the readers to know that the hawthorns failed to succeed, but the California privet has been there for the past six years. It must be taken into consideration, however, that the past four or five winters have not been the worst ones that New Jersey has experienced.

The landscape tour continued on its way, and the group managed to visit a beautifully designed garden near the Shrewsbury river, just a few miles in from the Atlantic ocean. It was as the nurserymen were admiring a perfect stand of pachysandra growing under Norway maples (which many people think cannot be

done) that the heavens opened up and a flash flood hit the area and closed the doors for good on the landscape tour. This was unfortunate, since there were all types and sizes of gardens listed on the tour.

All of the gardens listed on the tour were designed by Turner Bros.' Nursery and would have been good models to study for both amateurs and professionals in the art of landscape design. It might be mentioned that this is the same firm

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Trade Reports on Drought Damage

Nursery crops did not escape the effects of the drought which affected two major areas of the country during June, July and early August. This statement is based on reports received in mid-August by the American Nurseryman from nurserymen in the areas that were subjects of comment in the daily press. Published information indicated that the area hardest hit ran from the Mississippi valley states across the southeastern states to the coast. The damage in the other areas, the New England states and the New York-New Jersey area, was said to be less intense.

Reporting from the heart of the dry area in western Kentucky, J. W. Fike, of Fike Nurseries, Hopkinsville, reports that his area had only one light shower on June 3 and another on the last day of June. He adds that the area had a good rain on July 4 and then no additional rain during that month. Up to the time of the report, there had been but one light rain in August.

"Our damage has been largely to evergreens that were lined out this spring bare-rooted," reports Mr. Fike. "At least 75 per cent of the bare-root liners have died. Our liners out of pots have lived just about as well as usual. We probably have lost some growth on our older plants, but weekly shallow cultivations have conserved the ground moisture and kept them growing fairly well."

Lee McClain, Washington Heights Nurseries, Knoxville, Tenn., states that his firm was fortunate in planting all of its fruit tree stock during February; he reports a perfect stand on these plants.

"With the ornamentals, it was different," continues Mr. McClain. "The stock that we lined out made a poor stand, and we even lost some

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Left to right, hosts to New Jersey nurserymen, Ernest A. Turner and Arthur R. Turner; James C. Auchincloss, United States Congressman from New Jersey; William Wells, Jr., president of the New Jersey Association of Nurserymen; J. Russell Wooley, Monmouth county clerk, and M. A. Clark, Monmouth county agricultural agent.

Southerners Meet at Mobile

By George Sawada

A good number of nurserymen turned out for the annual meeting of the Southern Nurserymen's Association, held at the Hotel Admiral Semmes, Mobile, Ala., August 17 to 19. Business and pleasure were skillfully combined for those attending.

The following officers were elected:

President, James A. Stubbs, Atlanta, Ga.; vice-president, Arthur Watson, Monticello, Fla.; secretary-treasurer, John T. Boyd, McMinnville, Tenn. Executive committee-men elected included Owen Blackwell, Semmes, Ala.; Hoskins Shadow, Winchester, Tenn., and George Sawada, Mobile, Ala.

The Monday morning business session was opened with a welcome to the city of Mobile by E. M. Meggison, city commissioner. The response was given by H. H. Chase, Chase Nursery Co., Chase, Ala., in the absence of the association's honorary president, H. B. (Uncle Henry) Chase, who was incapacitated by a recent illness. The secretary's report followed.

Haygood Patterson, of the Alabama bureau of plant industries, reported to the convention on the progress of several of the activities in which his department has been actively engaged. He cited the ruling of the Alabama Supreme court to the effect that certain supplies used in shipping nursery stock, such as burlap, nails, labels, etc., were not subject to the state sales tax. He referred also to another ruling of the same court which exempted peat moss from the state sales tax. Mr. Patterson also mentioned the action of the national Congress in classifying horticultural products as agricultural with regard to the common carriers' act.

A. S. Gresham, president of the association, addressed the group and reviewed the progress made during his term of office. As outstanding activities of the executive committee, he mentioned the preparation and distribution of a buyers' guide and the preliminary work leading to the incorporation of the association.

He paid tribute to the work of the convention arrangements committee, headed by Preben Ibsen, of Mobile.

Secretary John T. Boyd then gave a report on the buyers' guide, which his office is handling, and reported on the membership drive, which thus



James A. Stubbs

far had netted 48 new members for the association.

The business session was followed by a motion picture, entitled "How to Grow Beautiful Camellias and Azaleas," shown through the courtesy of the California Spray Chemical Corp. J. C. Russell, Shell

Chemical Co., presented a talk on soil fumigation. He discussed the development, use, possibilities and limitations of the soil fumigant, CBP.

Visit Tourist Attractions

Following Monday's business meeting, the entire group was taken to the Treasure House, where a world-famed collection of antiques, tapestries and furniture collected from castles was shown. The group then continued to Bellingrath Gardens, the "Charm Spot of the Deep South." A sea food supper at the Gulf Hunting and Fishing Club followed the afternoon of sight-seeing. The evening was climaxed by a round of dancing.

Tuesday morning's session was opened with a few remarks from the president, who greeted the visitors and guests and expressed the association's appreciation to the local committee for arranging the convention. Following this, the report of the treasurer was presented and adopted.

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Launch Landscape Information Service

A farsighted move toward cooperation between growers of nursery stock and landscape architects, contractors and public works agencies in the eastern United States has been promulgated by region I of the American Association of Nurserymen. Members of region I have unanimously approved the formation of a body called the Landscape Materials Information Service, an idea for which Valleau C. Curtis, Callioon, N. Y., chairman of the liaison committee, is largely responsible. The service will be a clearinghouse for information as to the availability of public works types of materials in the nurseries of the area and the future needs of plant materials users, particularly those public works agencies conducting large-scale operations on state roadways, city parks and on municipal, state and federal housing projects.

Each year a statement of the anticipated needs of each public agency shall be compiled as a guide for nursery production and circulated among nurserymen members of the service. Nurseries shall at the beginning of each fall and spring season submit an

inventory of the types of material they have that are used in public works projects. This information shall be organized and indexed and then distributed.

Information shall be assembled and distributed regarding invitations for contract bidding on all materials used by the public agencies in their landscaping programs.

Nursery and public works representatives shall meet annually to discuss future supply and demand conditions, consider additional species for use in public projects and review the stock specifications for these agencies.

Assistance shall be given any subscriber to the service in locating a desired type of material or a reasonable substitute.

Scale of annual fees for membership in the service is \$35 for nurserymen, \$35 for landscape architects, \$75 for contractors and \$75 for dealers in seed, topsoil, humus, etc.

Discussions between landscape men and nurserymen have often revealed

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West Virginia Elects

By F. Waldo Craig, Secretary

A diversified program of business, education and pleasure was presented by the West Virginia Nurserymen's Association at the summer



Ernest Zimmerman

meeting at Parkersburg, August 7 and 8. Part of the time was taken up by tours of local nurseries and establishments landscaped by these firms. The business discussed dealt with means of improving future meetings and advertising the association through a public interest program of "Plant America." In the speaking session the afternoon of August 7, the theme of the meeting, "Sales Displays of Nursery Stock," was discussed by a panel of members and invited speakers. Relaxation from formal sessions was also provided.

Officers Elected

Officers elected for the coming year include: President, Ernest Zimmerman, Huntington; vice-president, Elsworth Black, Elm Grove, and secretary-treasurer, F. Waldo Craig, Charleston.

The guest speakers attending this convention were Curtis Porterfield, administrative assistant, American Association of Nurserymen, and Profs. Roger Pease, Carlton Lees and Arthur Dye, of West Virginia University, Morgantown.

Curt Porterfield presented an illustrated lecture on the operation of the A. A. N. and advised members how to use their national office to improve their methods of business management. Professor Pease discussed how

West Virginia University was helping the nursery industry and brought a message of greeting from an old friend, Ray Marsh, head, department of horticulture. Mr. Marsh sent word that the policy of the department was to serve the interests of the people of the state and that more emphasis would be placed on ornamental horticulture as needed.

Continuing his discussion, Professor Pease told of the development of a blueberry for West Virginia conditions, the lily-breeding work in cooperation with the United States Department of Agriculture, the development of the plantarium at the university and the study of methods of propagation of selected clones of native plants. In connection with the lily-breeding program, the speaker invited the members to visit the lily farm and praised the work which had been done under the guidance of Dr. Samuel Emsweller, Beltsville, Md. In conclusion, Professor Pease stated that he had found clones of many native plants which would root much more easily than others.

The other guest speakers took part

in the panel discussion on sales displays and conducted the tour of landscaped establishments so as to bring to the attention of the visiting nurserymen the features they might well incorporate in their future plantings. Carlton Lees, in summarizing the panel discussion, said he was particularly pleased that the panel stressed the value of such displays for educating the public in the proper care and use of plants. He said that the discussion had been most interesting and thorough. Arthur Dye and the architects conducted the tour of local plantings and pointed out to the group the excellent condition of the plants selected for the business and residential properties visited.

Fred Wildern, John Dieckmann & Sons, Elm Grove, was the first speaker on the panel on sales display of nursery stock. He emphasized the need to manage sales areas so that many items are sold to a customer rather than just the one item he had come to purchase and to see that the time given each customer was profitable. Mr. Wildern said that some of the points to be considered were: Let the customers walk up to the item, examine it thoroughly and judge its worth; label and price each item, and attach a note to each plant outlining its use, cultural needs, etc. In this

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Tests on Peach Rootstocks

By Barney L. Gleason and F. L. O'Rourke

In the past, nurserymen favored Naturals as seedlings upon which to bud the named varieties of fruiting peaches. The term Natural denoted the trees which had escaped from cultivation during colonial days and gradually established themselves in the southern Appalachian mountains.

Both the fruit and pit of the Natural is relatively small as compared to those of standard varieties. The thin skin and sparse flesh is easily separated from the pit when ripe. In former years the mountain people of North Carolina, Tennessee and Georgia derived a good source of income from gathering the pits of the Naturals for subsequent sale to buyers, who in turn supplied the nursery trade.

In more recent years these pits

The authors wish to express their appreciation to the Ackerman Nurseries, Bridgman, Mich., for their unqualified co-operation in making their peach budding records available.

have been harder to obtain, because fewer trees were left by inroads of disease and because of the higher wages received by those who formerly collected seeds. This condition has resulted in seedsmen's looking elsewhere for peach pits. Subsequently California has come to the front as a source of supply.

The peach-canning industry flourishes in certain parts of California, and the methods of preparation leave the pit untouched and unharmed. When these pits are washed and dried at once, their viability is unimpaired and they are useful for producing rootstocks. The varieties Muir and Lovell were both formerly used, but at the present writing Lovell is the one most generally available, and it has been quite widely planted since the early 1940's. Except in Canada, where Alberta seeds are frequently used, and in certain areas of the south and in California, where nematodes are a problem,

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North Carolina - Virginia Joint Meeting

By E. M. Quillen

About 125 nurseryman guests strolled the broad, shady campus and gathered in the well-ventilated armory of the University of North Carolina, Chapel Hill, for the joint North Carolina and Virginia nurserymen's summer meeting, held August 6 and 7. A group of varied and interesting speakers addressed the sessions.

The meeting was called to order at 9:30 a. m. August 6, by Dan Reynolds, president of the North Carolina Nurserymen's Association. The address of welcome to the university was given by Chancellor R. B. House, who concluded his address with two popular North Carolina musical numbers rendered on a French harp. This unique and pleasing expression of welcome brought the audience of 125 to its feet.

Frank LaBar, a past president of American Association of Nurserymen, lived up to his reputation as "the silver-tongued orator from the Keystone state," using as his subject, "Your Share in the 'Plant America' Program." It was Mr. LaBar's opinion that nurserymen were devoting too much time to growing the more profitable items, while neglecting the class of stock which may be used on roadsides and other public grounds, where there is a continuous demand even when the going is not so good. Mr. LaBar also cautioned against becoming too optimistic over present conditions, forgetting past experiences and dimming our foresight as to what may come.

Dr. Chadwick Addresses Group

Dr. L. C. Chadwick, head of the department of horticulture at Ohio State University, Columbus, O., addressed the group, using as his subject, "Selecting Shade Trees for Use Around the Low Ranch-type House." He pointed out that ranch-type homes have influenced the type of shade trees used. Oaks, elms and large-growing maples still have their place, but more low-growing, medium-size trees are needed. Among shade trees recommended were scarlet maple, American fernleaf beech, ginkgo, sweet gum, Moraine locust and sassafras. The last-named should be more extensively used, being not only desirable as a shade tree, but also because of beautiful coloring of foliage.

Advantage of selecting trees desirable for both shade and flowers

was emphasized, and the speaker mentioned Sophora japonica, yellowwood, redbud, dogwood, koelreuteria, flowering crab apple trees and Washington hawthorn.

Dr. Chadwick's address completed the Wednesday morning session. The afternoon session was held in the air-conditioned chamber of the Morehead planetarium, where Dr. Richard P. White, executive secretary of the American Association of Nurserymen, spoke on the subject, "What Is There in It for Me?" He stressed and illustrated that the A. A. N. was doing for its membership much which members could not do separately, especially in the field of transportation rates and regulations, quarantines and numerous other federal regulations. Dr. White solicited cooperation of each nurseryman in support of the A. A. N., which is continually being called on to protect membership interests. The program was continued in the planetarium chamber with an illustrated lecture, entitled "From Pole to Pole." An hour spent in studying the movements of the earth and their influence on our seasons held the interest of all.

William D. Carmichael, Jr., vice-president and controller, Greater

University of North Carolina, served as toastmaster at a banquet held Wednesday evening at Carolina Inn. Nurserymen and friends enjoyed the food and especially the music furnished by the Susan Weavers gospel singers. The evening's entertainment was concluded with three solos rendered by Norman Cordon, former grand opera singer now associated with the University of North Carolina.

Dr. George H. Hepting, associated with the federal bureau of plant industry, stationed at Asheville, N. C., was the first speaker Thursday, taking as his subject, "Oak Wilt and Other Menaces to Our Trees." Dr. Hepting stated that some progress had been made in the study of methods by which oak wilt is transmitted, but little encouragement was offered as to control. Control of mimosa blight is more encouraging as a result of the discovery of blight-resistant strains, which are now being distributed for propagation.

Dr. G. T. French, Virginia state entomologist, spoke on shipping regulations, stating that within the past year few changes had been made other than some with regard to beetle regulations.

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Nursery association officers and an educator at the joint North Carolina-Virginia meeting. Left to right are F. J. LeClair, horticulturist, University of North Carolina, Chapel Hill; Eelco Tinga, Castle Hayne, N. C., secretary-treasurer, North Carolina Association of Nurserymen; Ollie Gresham, Richmond, Va., president, Southern Association of Nurserymen; Kenneth MacDonald, Hampton, Va., secretary-treasurer, Virginia Nurserymen's Association; Robert Boyd, McMinnville, Tenn., president, Tennessee Association of Nurserymen; Dan Reynolds, Winston-Salem, N. C., president, North Carolina Association of Nurserymen; W. L. Winn, Portsmouth, Va., vice-president, Virginia Nurserymen's Association, and J. R. Richardson, Roanoke, Va., president, Virginia Nurserymen's Association.

Maryland Cavalcade

By George S. Langford

Under the leadership of President Adolph Gude, Jr., the Maryland Nurserymen's Association held its annual summer meeting on August 14. Well over 100 nurserymen, their families and friends, in a cavalcade consisting of approximately 50 autos, bearing the slogan "Plant America," toured nurseries in the metropolitan area of Washington, and enjoyed two splendid picnics. The cavalcade formed at J. H. Burton's modern self-service garden center, Hyattsville, under the supervision of Edward Stock. Here Johnny Burton personally conducted the visiting nurserymen on a tour through his showgrounds and display beds, and explained the facilities in his store whereby it is possible for him, with only 15 salespersons, to handle up to 3,000 sales daily during the rush season.

The next nursery visited was the retail garden center of the J. H. Small & Son's Nursery, at Chevy Chase. After reviewing the facilities employed by this firm in retail sales, Carl Orndorff, who manages the operations there, provided several interesting demonstrations. These included the use of a large soil shredder, tractor-mounted hydraulic lift and other equipment employed in preparing and bagging their special soil mixtures, as well as machinery, such as Merry tillers, used in preparing plant beds.

Receive Consumer Pamphlets

From Chevy Chase the cavalcade moved to Stock Bros. Nursery, Bethesda. Here Edward Stock explained several interesting operations that his firm had found worthwhile. Mr. Stock provided each nurseryman with pamphlets that he makes available to his customers as aids to successful gardening. Three of these were: "How to Plant a Shrub or Tree"; "Perennial Growing for the Washington Area," and "Lawn Care for the Washington Area."

At A. Gude & Sons' Rockville Nursery the nurserymen almost lost themselves, until the dinner bell rang, wandering through and examining approximately 250 acres of fine nursery stock and 125,000 square feet of glass, under which flowers and greenhouse plants are grown. As guests of this firm, on the spacious lawn of Adolph Gude's home, the group enjoyed cold drinks and a chicken dinner that will not be forgotten. The

boxwood gardens at the Gude Nurseries drew many favorable comments. Some of the largest and finest specimens of boxwood in the Washington area are located in this garden. The use of a back-hoe mounted on a tractor was demonstrated as a tool for transplanting balled nursery stock.

The first stop after lunch was at the Summit Hall turf farm. Here, William H. Wilmot, proprietor, explained the procedures and methods he was using to grow fine turf grasses commercially. The many interesting pieces of equipment, including a stone picker used by Mr. Wilmot in his operations, were on display. The nurserymen were much impressed with the many types of fine grasses under commercial production at this nursery. Merion bluegrass, Meyer Zoysia, U-3 Bermuda grass and several strains of select creeping bent were particularly impressive.

After leaving Summit Hall turf farm, the group was next entertained at the J. H. Small and Son's Norbeck Nursery, by Lester Harman. Here the nurserymen viewed propagating facilities and a large acreage of ornamental nursery stock.

The final stop for the day was at J. H. Burton's Redland Nurseries. After strolling through the 295-acre nursery and farm operation and observing two demonstrations, one covering Mr. Burton's irrigation installations and the other on spray equipment provided by the department of entomology, University of Maryland, the group collected in the cool of the evening around Mr. Burton's pond for swimming and a picnic supper. In the midst of the genial hospitality always associated with Johnny and Abbie Burton, the association provided its membership and their friends with a picnic lunch. The chief cook for the occasion was Claude Orndorff, of the J. H. Small & Son's Nurseries. He was ably assisted by John Sleman, Bill Nickel, Carl Orndorff and his two daughters,

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Iowa Summer Meeting

By Clyde H. Heard, President

The summer meeting of the Iowa Nurserymen's Association was held on Thursday and Friday, August 7 and 8, at Charles City, with the Sherman Nursery Co. as the host. The attendance was one of the largest at any summer meeting of the association, with 140 registrations.

While the main attendance was from Iowa, nurserymen were present from seven surrounding states. Minnesota led with 15, Illinois followed with nine, Kansas and Nebraska had six each and North and South Dakota and Wisconsin were also represented.

Tour Nursery

Plans were unusually well carried out. Dick Cashman and C. C. Smith went all out in planning and deserve congratulations. A map of Charles City showing points of interest was furnished, as was a mimeographed key to the nursery, showing what was to be seen in the different fields. Sherman's conducted visitors over the grounds, and the roads were well-marked and easy to follow. The fields were as well-cultivated and as free of weeds as it was possible to make them, and the nursery stock showed

to excellent advantage. Outstanding among the shrub blocks were a group of sheared arborvitae, a block of Hydrangea P. G. and some blocks of young shrubs.

"The North Pole Tavern," in the Sherman storage cellar, was well-patronized both days of the convention. During the rain Friday morning cribbage games were under way, but the more cautious nurserymen avoided getting hooked by the cribbage sharks. This storage cellar, mostly underground, measured approximately 180x300 feet and covered about one and one-quarter acres. In addition, the Cashman greenhouse nearby contained thousands of roses, and the gift shop in connection was interesting.

Dinner was served on Thursday evening at the Charles City Country Club, by courtesy of the hosts. There were no speakers, but guests were introduced, including several from the staff of Iowa State College.

The Friday morning plans were marred by the rain, which prevented the demonstration of nursery equipment until afternoon. A smorgasbord lunch of ample variety and quantity was enjoyed by all.

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Pointers on Propagation

By James S. Wells

PREPARING CUTTINGS FOR MACHINE PLANTING

We grow a considerable quantity of taxus and similar evergreens from rooted cuttings. These used to be planted by hand at a very high unit cost. Cuttings were inserted in December and January in the greenhouse and were usually rooted by the end of April. They were lifted out at the end of that time and planted in prepared beds and covered with shades. The root system produced in this way was what I term a primary root system, which was soft and brittle. Even under the most careful conditions of hand planting damage to this root system was inevitable.

Faced with ever-increasing labor costs, we felt it necessary to devise a method of planting this material by machine. We therefore altered our methods of production so as to produce the type of root system which was normally found on a cutting rooted over a period of 12 to 18 months in a coldframe. As a cutting roots, it sends out strong, vigorous white roots from the pad of callus which is formed first. These primary roots are soft, brittle and easily damaged. After this first surge of growth, the plant rests and then sends out a secondary set of roots as branch roots from the primary roots. The whole root system hardens up, becomes tough and wiry and much more

fibrous in its appearance. It was this type of root system which we wanted for machine planting.

We found that by taking our cuttings somewhat earlier in November and December, by treating them with the proper hormones and by providing them with the optimum conditions of humidification and bottom heat, much more rapid rooting could be induced. Cuttings began to root in three or four weeks, and at the end of two months quite vigorous root action was general. Cuttings taken in December would therefore be well-rooted in February, and at that time bottom heat was reduced and the plants were hardened off. They were, however, left undisturbed in the bench, and, as the normal temperatures increased with the advent of spring, the cuttings made a second set of growth. By the middle of April the plants were well-established in the cutting benches, were properly hardened off and had a tough fibrous root system, ideally suited for machine handling.

Producing the Root System

The production of such a root system depended upon the use of hormones, upon correct timing, upon humidification and upon the proper use of bottom heat to advance the cuttings as rapidly as possible so that they were in the proper condition at planting time. We normally



Young rooted cuttings of *Ilex crenata*, produced in just over four months in the greenhouse. Humidification, hormones and bottom heat all helped in developing the sturdy root system which makes material of this type ideal for machine planting.

take rooted cuttings of this type directly from the greenhouse and plant with this machine in the open fields under irrigation. Irrigation is, of course, necessary, particularly here, because we get high temperatures quite early in the summer. Young plants which have been propagated in the coldframe and which have a sturdy well-developed root system are ideal for planting out in this way. Soft freshly rooted cuttings which have not been hardened off in the greenhouses would be unsuitable, and special care has to be taken in the growing of lining-out stock to prepare it for machine planting.

Not Able to Use Machine

The only plants which we have not been able to put out by machine are such items as rhododendrons and azaleas, which have to be put out into specially prepared ground. There is no doubt in my mind that these could be planted successfully if we had a suitable area of peaty soil into which they could be placed. This is being done successfully in Florida and other areas in the south where large areas of muck land are available. Machine planting of azaleas is highly successful, and I am quite convinced that there is no grade of nursery stock which cannot be planted properly by machine. Our first experiments with planting in this way were carried out with a single-row planter, but this limited cultivation to one row at a time, which is not economical, and we have since changed to a 2-row plant-

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Taxus cuttings rooted over an 18-month period in the coldframe. Plants of this type are ideal for machine planting.

Plant Notes Here and There

By C. W. Wood

I have promised myself for some time that I should collect all the meconopsis material from my notebooks and try to make a comprehensive article on the subject so far as my experience goes. However, a hurry-up call from a Kentucky reader for information on culture and a few varietal notes will not permit the search needed to bring the notes together. So for the time being the subject will be treated briefly along those lines.

First of all, I should expect to be courting trouble if I lived in Kentucky and tried to get beyond the Welsh poppy, *Meconopsis cambrica*, or perhaps an annual or two. This reader or others in hot sections should be able to grow the foot-tall or slightly more, yellow *cambrica* or its orange-flowered variety, *aurantiaca*, by giving it a moist soil in sun or part shade. But when he goes to Asia, where the real beauties come from, he will likely find tougher going.

For instance, he will find these idiosyncrasies when he attempts *Meconopsis betonicifolia baileyi*: It needs light, but in this climate at least it cannot stand hot sunshine; it is necessary, therefore, to arrange for filtered sunshine, as when planted under high-headed trees. It needs constant moisture, yet the surest way I know to kill it is to water it overhead with the hose; as a consequence, experienced growers place the hose on the surface and allow a gentle stream to soak the soil. Despite the need for constant moisture, the plant demands good drainage. Do not attempt to grow it in a hot situation, for it simply cannot be done, and the cooler the root run the better the chances for success. And, finally, the plant does not need any lime in its diet. If one can supply these conditions, he can probably master this lovely poppy cousin.

In our trials, several different schedules of operation were tried and it is difficult to put a finger on a particular one and say: "This is best." I think, though, that late winter or early spring (March, in fact) is the best time to start the seeds. Fill a well-crocked seed pan to within an inch of the top with a mixture of equal parts of sandy loam and finely sifted leaf mold; water it down thoroughly and set away to drain, after which the seeds may be broadcast on

the surface and gently pressed into the soil; cover the pan with a pane of glass and newspaper and place in gentle heat (55 to 60 degrees Fahrenheit) until the seeds germinate, when they should be given more light and air. Transplant to pots or flats, preferably the first in our experience, and grow along in a shaded house or frame until large enough to be put outdoors, probably in early June.

The varietal notes asked for will be restricted to two or three of the most readily available kinds, starting off with *M. betonicifolia baileyi*. This is perhaps the best of the genus for general cultivation, excepting the Welsh poppy, of course. This is true, I think, for a number of reasons, one being its perennial nature in a race of predominantly annuals and biennials. It is said to grow six feet tall in nature and in some gardens,

but did not much exceed half that in our trials. No matter what the stature may be, it has the most exquisite blue poppies in the genus—poppies to two inches across, in cymes. Equally beautiful as to color is *M. sinuata latifolia*, the so-called blue poppy of Kashmir, which grew to a height of two feet here, but it is a biennial and was not fully hardy in northern Michigan. The most spectacular of the yellow poppies that I have seen is the Chinese, *M. integrifolia*, a biennial to three feet, with soft yellow flowers as much as six inches across and slightly drooping; in gardens, it is called the lampshade poppy.

A Valerian Cousin

The valerian family is not generally noted for its great ornamental value nor for noteworthy contribu-

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	Per 1000
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Bartington, red, 11 to 12 cm.	36.00
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Clark Butt, pink, 12 cm.	14.00
Eclipse, blood-red, 12 cm.	62.00
Farncombe Sanders, rose-scarlet, 12 cm.	44.00
Golden Age, yellow, 12 cm.	62.00
Insuperable, lilac, 12 cm.	62.00
La Tulipe Noire, maroon-black, 12 cm.	18.00
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Princess Elizabeth, rosy-pink, 12 cm.	44.00
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Purple Heart, purple, 12 cm.	60.00
Queen of the Night, maroon, 11 to 12 cm.	36.00
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Eros, old rose, 12 cm.....	108.00
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Blue Parrot, bluish-heliotrope, 12 cm.	44.00
Fantasy, soft rose, green markings, 12 cm.	49.00
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Peacockblossom (Double Early), deep pink, 11 to 12 cm.	49.00
Red Emperor (Species), huge scarlet, top size	29.00
Mixed Rembrandts, broken colors, 11 to 12 cm.....	56.00

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OTTAWA, KANSAS

tions to the list of economic plants. In the latter class, corn salad, Valerianella locusta olitoria, is sometimes grown as a salad plant, and, less frequently, patrinia is used as a pot herb. Another member of the family, Fedia cornucopiae, or African valerian, intrigued me a long time after I read in a traveler's account that it is used by the natives of northern Africa as a salad. It was only during the past 15 years, however, that I was able to find seeds in commercial channels, and since then I have acquired not a little admiration for it as an ornament as well as for its economic value.

Seeds planted in the open in late May produce blooming plants by midsummer, when their rosy-purple heads are overshadowed by other and more brilliant flowers of that season. But when frost has stopped the performance of every other annual in the garden, fedia shows its worth both in the garden and as a table decoration. For instance, I found this note in our garden diary for 1939: "This year, on December 6, six weeks after the last snapdragon and cornflower had been cut, fedia gave us several bouquets."

The Alpine Pink

When a request came last week from a Minnesota reader for a note on the culture of *Dianthus alpinus*, I thought that he could be referred to something that had appeared in this column within the past two years, but search of my index did not reveal it; the following is submitted.

A spectacular plant when well-grown, it is often no more than a limp rag because its cultural needs are not provided. One cannot be dogmatic about its needs, however, because local conditions seem to have much bearing on its success. I would not care to set down rules for its culture everywhere in the United States, but I can say a few words on its reaction to what we have tried on it during the years.

From these reactions, I judge that the heat of our midcontinental areas is its greatest enemy. If that cannot be partly mitigated, I suspect there would be little sense in trying to grow the plant. Remembering that, we nearly always gave it a north-east slope or an east wall in our trials. When we grew it commercially we put it in a lath-shaded frame.

It is spoken of as both a lime lover and a lime hater. Farrer speaks of it as "sheeting the high grassy moors of the Styrian limestones with miles of bright foliage," and the floras tell us that it inhabits "calcareous places

How can you best judge new varieties?



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4 to 5 ft., whips	45.00	425.00
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6 to 8 ft., slightly branched	65.00	625.00
8 to 10 ft., slightly branched	85.00	825.00

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STURGEON BAY, WIS.

in the eastern Alps." I have also read more than once, although I cannot put my finger on a reference at the moment, that it is best in a lime-free soil. Actually, it seems tolerant, so long as it has a well-drained spot, where it will have sufficient moisture to carry it through a dry period, and as cool a situation as one can contrive. Here we had best success in a limy, gravelly soil containing enough leaf mold to make it a moisture-retaining medium through not too severe droughts; if a long period of dry weather overtakes them, the plants will need attention from the hose.

I have gone to this length with the needs of our plant—needs as I understand them for our local conditions—because the beauty of its big rosy-crimson flowers, on 4-inch stems, commencing in June, is worth all the trouble needed to bring them to perfection. It comes readily from seeds, which are produced freely, and may also be grown from cuttings, preferably fresh growths taken with a heel.

Novelties

I have been accused on a few occasions of being partial to the old plants and the old literature, perhaps because this department is seldom used to extol the virtues, or supposed virtues, of novelty plants. The accusation is scarcely justified, however, for I try most of the new things that come along. It is not my fault that so much of the new material has insufficient merit to justify all of the space in this column. If it is thought that the preceding sentence is too harsh, I ask you to turn back in your mind, 10, 15 or 20 years or as far as you can look backward upon the garden scene, and see how many of the kinds introduced with much fanfare had sufficient merit to stay in the race until this time. The practice of recommending a plant after one or two years' trial is a risky one, as I have found to my sorrow on several occasions. In fact, I have given more than one new plant high praise in this column and have wished before a year has passed that it was never mentioned.

It does not follow, it seems to me, that a plant is ready for wide acceptance merely because it has departed from the usual form or color of its kind. For instance, the doubling of a flower is not in itself sufficient reason for much enthusiasm. The doubling may have weakened its constitution, though that is not often the case; again, it may have produced more of a monstrosity than beauty. The acquisition of color

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We shall have our usual line of grafted material for spring, 1953, delivery.

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not normal in a species or genus, as a blue rose or a yellow herbaceous peony, may sound enticing to some, but it is often the sign of a weak constitution when it does come. And in many cases the acquisition of new and strange characters accompanies weaknesses, which, because they are not apparent in their first home, need wide testing to have them show up. With these thoughts in mind, let us during the fall and winter months examine a few new items which have made a good impression on this writer or his correspondents.

Chrysanthemum Rubellum

If you followed the advice given in this column several years ago and grew Chrysanthemum rubellum from seeds, you do not need to be told its possibilities in all the roles for which chrysanthemums are noted. That was apparent in our first trial, when the plants bloomed the first year from seeds, giving us lovely pink daisies on foot-tall or higher stems. Then, when it showed its hardiness and willingness to perform under the most adverse conditions, it was apparent that in it we had something with which to reckon. The English took it seriously and have worked with it painstakingly, with the result that they have several named varieties, a few of which are now available in this country.

Of these, the floriferous Clara Curtis, with its myriad large (to three inches across), single, salmon-pink daisies, has been with us for a number of years and may be known to you. In addition to it, Royal Command, of comparable size of flower and a brilliant wine-red color, is a showy thing; Jessie Cooper adds a distinctive touch to the rubellum season (August and early September) with its pleasing yellow-centered coppery-bronze color. Finally, we have the double Crown Jewel, in pale pinkish-lilac turning to almost white as it ages.

Callirhoe

As usually defined by botanists, the genus callirhoe is composed of nine species, all of which are American. Some are annuals, and, even if they possessed garden value, would have no place in the hardy plant nursery, but the perennial ones deserve more attention than they now receive. That is especially true of wine-cups, Callirhoe involucrata, of the prairies from Minnesota to Texas, whose procumbent stems may cover an area of three feet or more, producing large, malva-like, crimson-purple (magenta) cups with white centers

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TAXUS BROWNI (Semispreading)		TAXUS HALLORAN (Vase Shape)	
6 to 10 ins., xx	\$0.45	9 to 12 ins., xx	\$0.60
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Low form making a dense, sometimes hemispherical bush with ascending branchlets. Most handsome.		10 to 15 ins., xx70
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(true to name)
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Two-year transplants in:

- Cotoneaster Divaricata**
- Euonymus Vegetus**
- Ilex Convexa** (cuttings)
- Taxus Brevifolia**
- Taxus Cupidata** (spreading)
- Taxus Hatfieldi**

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- Forsythia Spring Glory** (new)
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15 to 18 ins. and 18 to 24 ins.

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18 to 24 ins.

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C. HOOGENDOORN

Turner Rd. NEWPORT, R. I.

on stems eight to ten inches tall all summer. The long season of bloom is an ingratiating trait—one that would long ago have endeared the plant to gardeners were it not for the harsh flower color. I have noticed, however, that it shows slight variation in that respect, occasionally producing much paler shades; so it would no doubt yield more pleasing colors in the hands of a patient plant breeder. The plant is so accommodating, growing in the most difficult dry situations, that it is regrettable we cannot have it in better colors.

Perovskia

Answering a southern reader: Perovskia atriplicifolia is a central Asian labiate closely related to the sages and has the aromatic foliage of many of the latter. Its combination of pretty blue flowers in late summer (August and September here, where it blooms on new growths after its annual killing back to the ground in our severe climate), lovely gray-blue leaves and an ability to thrive in poor soil so long as it is well-drained and in sunshine should make it a popular plant.

It would be especially good in the south, it seems to me, where it should attain the 5-foot stature ascribed to it in the books. It would then produce long, graceful spikes of silvery-blue flowers, which, in turn, would make splendid cutting material as well as a good landscape plant.

APHIS ON SNOWBALL

One hindrance to the use of snowball and some other species of viburnum in ornamental plantings is their extreme susceptibility to attack by aphis. These small, sap-sucking insects frequently cause severe curling and malformation of the leaves, and often distortion of succulent twigs, of their host plant.

Since the aphis usually attack while the leaves are still small and tender and almost immediately cause the leaf edges to curl, thus affording the insects protection, sprays and dusts applied to the foliage often fail to do a thorough job of control. According to the New York state agricultural experiment station, the best method of control consists of spraying before the leaves appear in order to kill the aphis' eggs on the stems and branches. The station has recommended one of the dinitro sprays such as DN-Dry Mix, Krenite or Elgetol applied at a strength of six ounces of the actual toxicant in 100 gallons of water.

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The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather, and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

As far as we know, no nursery has ever had too much Pieris japonica. We had over 10,000 18 to 36-in. plants a few years ago, and today we are so oversold on it that we cannot maintain a stock of 1,000 12 to 15-in. plants. It sells on sight and transplants easily at almost any time of the year. It grows rapidly into saleable sizes. Can be used in any kind of planting. Can be transplanted into beds now. Each plant carries a nice ball of soil.

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

THE PINES

Among the choice evergreens that seem to be in short supply at landscape nurseries are the pines. In these days of growing easily propagated and easily shipped items for mail-order and garden store business, fine plants like the many pines are neglected.

There are a number of pines, both native and introduced, that have been grown for the landscape trade and are still worth growing. I do not mean to imply that nurserymen have stopped growing them, but if you attempt to buy them in 3 to 4-foot and 4 to 5-foot sizes you would think they had.

We have grown off and on a number of the species that are satisfactory in this section and continue to be so. It is hard to say which is the best of those we have grown, but I suppose the Himalayan pine is the most attractive and satisfactory. Its light bluish-green pendulous foliage is beautiful and the plant makes a full, broad pyramidal specimen. The only thing I have ever found wrong with it is that sapsuckers and woodpeckers will sometimes plague it so severely that the trunks actually bleed to death. My next favorite is the Swiss stone pine, a beautiful dark bluish-green dwarf, compact tree. We have one here that is 30 years old and is no more than 9 or 10 feet high. Unlike most dwarf trees, it will eventually reach large size, and, in addition, the seed is edible. There is another pine with edible seed, the pinon pine, in which the northern nut growers have long been interested as a possible tree crop, although it is more of a southwestern tree.

We have grown both Austrian and Scotch pine and rate them about equal. The Austrian tends to open up when it reaches middle age and often gets scale; the pine-tip weevil gets into the Scotch, but they are both worth growing.

The white pine does not grow naturally with us, although there are isolated old giants around the countryside planted probably 100 years or so ago. When old, they are beautifully picturesque. It is the hot summers that bother them here in eastern Maryland. Hot weather also bothers several other popular pines,

including the attractive, ground cover-like Mugho pine and the handsome dark green red pine, which does so well in northern gardens.

Our own native pines are two. First is the loblolly, of which I have written before, which is generally not thought of as an ornamental but really makes an attractive, compact, light green plant when young and is beautiful when old and gnarled; it makes an excellent windbreak. The other is the short-leaved or scrub pine, *Pinus virginiana*, which is not considered ornamental at all, but it too can be attractive when young and compact. Both the needles and the twigs have characteristic twisting shapes. Almost identical in appearance to the loblolly pine is the

Japanese red pine. The needles are of a darker green, but the habit is almost the same and the needles are the same length; usually, I have to count the needles in a fascicle (two). We have also grown the variety of this pine known as Tanyoshi, but it is too exotic in outline to have much use. About 10 years ago, a customer gave me a long-leaved or turpentine pine and it is now 20 feet high. While not considered an ornamental, it too has a striking habit, with needles and new growth like giant candles. We more or less expect it to be killed back each winter but it never has and the temperature reached 2 degrees below zero.

We have also grown *Pinus pungens*, but have not seen it mature enough around here to form an opinion. It looks attractive.

Pines are easy and yet tricky to propagate. All except a few horticultural varieties are raised from seeds. Often seeds are difficult to obtain and too often are not fertile. Germination is uncertain; stratification or

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<i>Azalea vaseyi</i> , 6 to 10 ins., 3-yr.	.45	<i>Pachysandra terminalis</i> , 2 and 3 leads, 2-yr.	.12
<i>Azalea vaseyi</i> , 10 to 12 ins., 4-yr.	.65	<i>Philadelphus virginicus</i> , 18 to 24 ins., 3-yr.	.35
<i>Calycanthus floridus</i> , 18 to 24 ins., 3-yr.	.15	<i>Picea excelsa</i> , 5 to 6 ins., 2-yr.	.06
<i>Cedrus atlantica glauca</i> , 12 to 15 ins., 4-yr.	.55	5 to 8 ins., 3-yr.	.10
<i>Chamaecyparis filifera</i> , 10 to 15 ins., 3-yr.	.45	8 to 12 ins., 3-yr.	.15
<i>Cham. filifera aurea</i> , 5 to 10 ins., 2-yr.	.35	<i>Picea pungens glauca</i> , 4 to 8 ins., 3-yr.	.18
<i>Cham. lawsoniana</i> , 10 to 15 ins., 3-yr.	.22	<i>Picea pungens glauca</i> , 8 to 12 ins., 4-yr.	.30
<i>Cham. laws. alium</i> , 10 to 15 ins., 3-yr.	.35	<i>Pieris floribunda</i> , 6 to 10 ins., 3-yr.	.35
<i>Cham. plumosa</i> , 10 to 15 ins., 3-yr.	.45	<i>Pieris floribunda</i> , 10 to 12 ins., 4-yr.	.45
<i>Cham. plumosa aurea</i> , 6 to 8 ins., 2-yr.	.35	<i>Pieris japonica</i> , 6 to 10 ins., 3-yr.	.45
<i>Cham. plumosa aurea</i> , 8 to 12 ins., 3-yr.	.45	10 to 15 ins., 4-yr.	.90
<i>Cotoneaster bullata</i> , 5 to 24 ins., 3-yr.	.12	15 to 18 ins., 5-yr.	1.75
<i>Cotoneaster horizontalis</i> , 4 to 8 ins., 3-yr.	.35	<i>Pieris mariana</i> , 10 to 15 ins., 3-yr.	.65
<i>Eucryphus alatus</i> , 6 to 10 ins., 3-yr.	.30	<i>Pinus mugo</i> , 4 to 6 ins., 3-yr.	.10
<i>Euonymus carrierei</i> , 8 to 10 ins., 2-yr.	.25	<i>Pinus mugo</i> , 6 to 8 ins., 4-yr.	.15
<i>Euonymus carrierei</i> , 10 to 12 ins., 3-yr.	.35	<i>Pinus strobus</i> , 6 to 10 ins., 3-yr.	.15
<i>Euonymus coloratus</i> , 8 to 12 ins., 2-yr.	.25	<i>Pinus sylvestris</i> , 5 to 10 ins., 3-yr.	.08
<i>Euonymus europaeus</i> , 10 to 15 ins., 3-yr.	.22	<i>Pinus sylvestris</i> , 5 to 24 ins., 4-yr.	.15
<i>Euonymus fortunei erecta</i> , 12 to 18 ins., 3-yr.	.35	<i>Pyracantha laalandi</i> , 4 to 8 ins., 2-yr.	.25
<i>Euonymus fortunei erecta</i> , 18 to 24 ins., 4-yr.	.55	<i>Rhododendron carolinianum</i> , 5 to 8 ins., 3-yr.	.55
<i>Euonymus patens</i> , 10 to 15 ins., 3-yr.	.35	<i>Rhododendron carolinianum</i> , 8 to 12 ins., 4-yr.	.85
<i>Euonymus vegetus</i> , 10 to 15 ins., 2-yr.	.35	<i>Rhododendron catawbiense</i> , 3 to 5 ins., 3-yr.	.35
<i>Ilex crenata bullata</i> , 8 to 10 ins., 3-yr.	.45	<i>Rhododendron catawbiense</i> , 5 to 8 ins., 4-yr.	.55
<i>Ilex crenata bullata</i> , 10 to 12 ins., 4-yr.	.65	<i>Rhododendron hybrids</i> (unnamed colors from red parentage)	
<i>Ilex glabra</i> , 6 to 8 ins., 2-yr.	.30	(All sizes quoted bare-root: 35c extra for B&B)	
<i>Ilex glabra</i> , 8 to 10 ins., 3-yr.	.45	5 to 8 ins., 3-yr. \$0.55	12 to 15 ins., 5-yr. 1.75
<i>Ilex rotundifolia</i> , 10 to 12 ins., 3-yr.	.50	8 to 10 ins., 4-yr. .75	15 to 18 ins., 5-yr. 2.75
<i>Ilex rotundifolia</i> , 12 to 15 ins., 4-yr.	.75	10 to 12 ins., 4-yr. 1.00	18 to 24 ins., 5-yr. 3.50
<i>Juniper</i> , Andorra, 8 to 12 ins., 3-yr.	.45		
<i>Juniper</i> , Irish, 8 to 12 ins., 2-yr.	.35		
12 to 15 ins., 3-yr.	.45		
15 to 18 ins., 4-yr.	.55		
<i>Juniperus fastigiata</i> , 8 to 12 ins., 2-yr.	.35		
<i>Juniperus fastigiata</i> , 12 to 18 ins., 3-yr.	.50		
<i>Juniperus glauca hetzi</i> , 10 to 15 ins., 2-yr.	.35		
<i>Juniperus glauca hetzi</i> , 12 to 18 ins., 3-yr. (Heavy)	.55		
<i>Juniperus pfitzeriana</i> , 6 to 10 ins., 3-yr.	.45		
<i>Juniperus pfitzeriana</i> , 10 to 15 ins., 4-yr.	.65		
<i>Juniperus pfitzeriana Golden</i> , 6 to 8 ins., 2-yr.	.35		
<i>Juniperus pfitzeriana Golden</i> , 8 to 10 ins., 3-yr.	.45		
<i>Juniperus scopulorum</i> , 6 to 10 ins., 2-yr.	.15		
<i>Juniperus scopulorum</i> , 10 to 15 ins., 3-yr.	.25		
<i>Juniperus stricta</i> , 6 to 8 ins., 2-yr.	.35		
<i>Juniperus stricta</i> , 8 to 12 ins., 3-yr.	.45		
<i>Juniperus virginiana</i> , 8 to 10 ins., 2-yr.	.10		
<i>Juniperus virginiana</i> , 10 to 15 ins., 3-yr.	.15		
<i>Kalmia latifolia</i> , 3 to 6 ins., 3-yr.	.30		
<i>Kalmia latifolia</i> , 6 to 10 ins., 4-yr.	.45		

Finished Nursery Stock (Priced in the ground; purchaser to dig: Minimum, 25 plants)

	Each		100 rate each
Hemlock, 3 to 4 ft.	\$2.50		\$0.12
Hemlock, 4 to 5 ft.	3.25		.15
<i>Taxus capitata</i> , 3½ to 4 ft.	8.00		.22
<i>Taxus capitata</i> , 4 to 5 ft.	9.50		.25
Mountain Ash, 10 to 12 ft.	1.50		.35
Pin Oak, 5 to 8 ft.	.50		.45
Redbud, 8 to 12 ft.	2.50		.35
American Arborvitae, sizes 5 to 9 ft.	per ft. .75		.10

<i>Rhododendron</i> , Named Colors.	
Dr. Dresselhuys (Red):	<i>Caractacus</i> (Red):
Roseum Elegans (Pink):	<i>Godman</i> (Red):
15 to 18 ins., B&B	Each
18 to 24 ins., B&B	\$4.50
24 to 30 ins., B&B	6.00
7.50	
(We cannot ship these; they must be called for)	

	100 rate each
<i>Rhus cotinus</i> , 5 to 12 ins., 3-yr.	\$0.12
<i>Sorbus aucuparia</i> , 5 to 2 ft., 3-yr.	.15
<i>Sorbus aucuparia</i> , 5 to 3 ft., 3-yr.	.22
<i>Taxodium distichum</i> , 18 to 24 ins., 3-yr.	.25
<i>Taxodium distichum</i> , 2 to 3 ft., 4-yr.	.35
<i>Taxus cuspidata</i> , 10 to 15 ins., 3-yr.	.45
<i>Taxus hicksii</i> , 6 to 8 ins., 2-yr.	.35
<i>Taxus hicksii</i> , 8 to 12 ins., 3-yr.	.45
<i>Thuja occidentalis</i> , 8 to 12 ins., 3-yr.	.15
12 to 15 ins., 4-yr.	.25
15 to 18 ins., 4-yr.	.35
<i>Thuja occ. douglasii aurea</i> , 5 to 8 ins., 2-yr.	.30
<i>Thuja occ. elegantissima lutea</i> , 5 to 8 ins., 2-yr.	.30
8 to 12 ins., 3-yr.	.45
12 to 15 ins., 4-yr.	.65
<i>Thuja occ. globosa</i> , 9 to 12 ins., 3-yr.	.35
<i>Thuja occ. pyramidalis</i> , 10 to 15 ins., 3-yr.	.45
<i>Thuja orientalis</i> , 5 to 12 ins., 3-yr.	.15
<i>Tsuga canadensis</i> , 10 to 15 ins., 4-yr.	.35
<i>Tsuga canadensis</i> , 15 to 18 ins., 5-yr.	.50
<i>Viburnum opulus</i> , 5 to 8 to 12 ins., 2-yr.	.10
<i>Viburnum opulus</i> , 5 to 18 to 24 ins., 3-yr.	.18

TERMS: Cash with order. We do not carry accounts. Otherwise, 1/3 deposit with order and balance C.O.D. Packing is not charged on liners when cash accompanies order. B&B stock must be picked up at nursery—will not ship. All shipments travel at expense and risk of purchaser. 'B' certification furnished upon request. Weekdays: 8 to 4:30; Saturday to 12:00; Closed Sunday.

PALLACK BROS. NURSERIES, INC.,

R. D. 1, HARMONY, PA.

(31 mi. north of Pittsburgh, Pa., on Highway 19)

Phone: Zelenople 476-J21 Zelenople 644

LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
Clethra alnifolia 18 to 24 ins.	\$ 3.50	\$ 30.00
2 to 3 ft.	5.00	40.00

Ilex verticillata 2 to 3 ft.	5.00	40.00
3 to 4 ft.	6.00	50.00

Viburnum cassinoides 2 to 3 ft.	5.00	40.00
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Viburnum dentatum 2 to 3 ft.	4.00	30.00
3 to 4 ft.	6.00	50.00

CLUMP BIRCH

Paper Birch 5 to 6 ft., 3 stems up.	25.00	200.00
Gray Birch 4 to 6 ft., 3 to 6 stems.	20.00	150.00

PAPER BIRCH

	Per 10	Per 100
Betula papyrifera 2 to 3 ft.	\$ 8.00	\$ 70.00
3 to 4 ft.	25.00	200.00
4 to 6 ft.	40.00	300.00
6 to 8 ft.	100.00	---

SUGAR MAPLE

	Per 100	Per 1000
Acer saccharum 2 to 3 ft.	12.00	100.00
3 to 4 ft.	30.00	250.00
4 to 6 ft.	60.00	500.00
6 to 8 ft.	100.00	---

HEMLOCK TRANSPLANTS

We have approximately 20,000 of each grade. These were transplanted in the spring of 1951 and have nice bushy tops and excellent fibrous roots.

	Per 100
Canadian Hemlock, transplants. 6 to 8 ins.	\$12.00
8 to 12 ins.	20.00

All the Shrubs, Birches and Sugar Maples are first-quality collected material. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

P. O. Box 352
EXETER, N. H.

QUALITY LINERS

Hedera crenata (from seed)	Per 100	Per 1000
6 to 12 ins., trans.	\$17.50	---

Canadian Hemlock	20.00
5 to 10 ins., trans.	20.00

Dwarf English Boxwood (suffruticosa)	35.00
6 to 8 ins., heavy trans.	35.00

Send for new Fall List.

POSSUM HOLLOW NURSERIES

6327 Magnolia St.
PHILADELPHIA 44, PA.

SPECIMEN EVERGREENS

Medium and Large Sizes.

In

Taxus — Junipers —
Upright and Spreading
Dwarf Mugo Pines.

GREENVIEW NURSERIES

R. D. 3
Alt. Route 22
All sales at Nursery. No shipping.

EVERGREENS

Seedlings and Transplants

For Fall, 1952, and Spring, 1953.

Write for Price List and Planting Guide.

CLEARFIELD BITUMINOUS COAL CORP.

Department of Forests

INDIANA, INDIANA CO., PA.

cold treatment seems advisable. The seeds are attractive to rodents; a single pine seed and a single mouse in an acre invariably get together. After germination, damping-off will often plague the crop; so precautions must be taken. The seedlings are generally transplanted when 2 years old and a second transplanting helps. The growth is rapid, and the root systems do not lend themselves to balling, although they should always be sold B&B. Pruning and shaping is best done by cutting the soft candlestick growth in early spring. These features slow down the pines' popularity among nurserymen, yet they are really our finest groups of evergreen trees.

CONNECTICUT MEETING

Rutland Farms, Northford, Conn., proved a good drawing card for the summer meeting of the Connecticut Nurserymen's Association. More than 100 members and friends enjoyed the excellent facilities of the farm on a perfect day. Although it was hot and humid in the cities, a cooling breeze was blowing all day under the trees, and many of the men pitched horseshoes in the morning of July 31.

A short business meeting was held following the midday dinner, at which three membership applications were presented and approved. The new members are Nut Plains Nurseries, Guilford; Stevens Landscape Service, Kensington, and Springside Gardens, Hamden.

President Dick Van Heiningen introduced Peter J. Cascio, Peter Cascio Nurseries, West Hartford, the newly elected president of the American Association of Nurserymen. Mr. Cascio is a past president of the Connecticut association and brings the honor of the national association's highest office to Connecticut for the first time.

Guests from the University of Connecticut, the Connecticut agricultural experiment station and from the states of Massachusetts, Rhode Island and New York were also introduced.

The remainder of the afternoon was spent in visiting. A. C. B.

CHARLES POWER TAYLOR, son of Howard C. Taylor, of the Rosedale Nurseries, Eastview, N. Y., was married June 21 to Harriet Mason, at Friendship, N. Y.

ORR'S NURSERY, under the management of L. M. and Mrs. A. D. Orr, has been opened at Benson, Ariz.

FINE PLANTS

Specimen landscape sizes as well as lining-out material

You are cordially invited to visit our nursery and inspect these and other materials. You will find we are not selling price but select nursery stock at a price you can afford to pay.

ANGELICA NURSERIES

Growers of fine plants.

3 mi. South of Reading, Pa., on Rt. 73

Phone: Reading 2-3983

R. D. 1, MOHNTON, PA.



PRINCETON NURSERIES

A very complete line of Quality Ornamental Stock.

Come to see us.

Send us your Want List

Write for catalog.

PRINCETON NURSERIES

Ph. Princeton 1776 PRINCETON, N. J.

LINERS

	Per 100	Per 1000
Taxus Media Brevifolia, R.C.	\$ 10.00	\$ 90.00
Taxus Media Hatfieldi, R.C.	9.00	80.00
Taxus Cupidata Spreading, R.C.	9.00	80.00
Taxus Cupidata Upright (Tipe), R.C.	11.00	---
Retinopora Plumosa Aurea, R.C.	9.00	80.00
Moerheim Blue Spruce (grafts)	100.00	---

BROUWER'S NURSERIES

Box 25 New London, Conn.

TAXUS

Upright, 3 to 14 ft.

Truckloads only, no boxing.

BULK'S NURSERIES

BABYLON, L. I., N. Y.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES

NEWFANE, N. Y.

NORTHERN COLLECTED EVERGREENS

FERNS

PLANTS

SHRUBS

WILLIAM CROSBY HORSFORD

Charlotte, Vermont

ATTENTION NURSERYMEN

BIDS FOR FOLLOWING TREES AND PLANTS COMPLETE IN PLACE
PER NEW YORK STATE DEPARTMENT OF PUBLIC WORKS SPECIFICATIONS,
BEAR MOUNTAIN PARK, NEW YORK AREA. PERFORMANCE BOND REQUIRED.

ITEM 127S—P.I.P. 52-2P—Rockland County, New York

Item No.	Quantity	Name	Item No.	Quantity	Name
1	80	<i>Acer Rubrum</i>	22b	600	<i>Tsuga Canadensis</i>
2a	110	<i>Acer Saccharum</i>	22c	80	<i>Tsuga Canadensis</i>
2b	15	<i>Acer Saccharum</i>	22d	60	<i>Tsuga Canadensis</i>
3	250	<i>Amelanchier Canadensis</i>	23	35	<i>Alnus Rugosa</i>
4	15	<i>Betula Lenta</i>	24	200	<i>Aronia Arbutifolia</i>
5	15	<i>Betula Lutea</i>	25	50	<i>Aronia Melanocarpa</i>
6	50	<i>Betula Populifolia</i>	26	1000	<i>Celastrus Scandens</i>
7	200	<i>Carpinus Caroliniana</i>	27	275	<i>Clethra Alnifolia</i>
8	60	<i>Cercis Canadensis Alba</i>	28	7000	<i>Comptonia Peregrina</i>
9a	600	<i>Cornus Florida</i>	29	2000	<i>Cornus Racemosa</i>
9b	1050	<i>Cornus Florida</i>	30	250	<i>Cornus Stolonifera</i>
9c	500	<i>Cornus Florida</i>	31	400	<i>Corylus Americana</i>
9d	180	<i>Cornus Florida</i>	32	200	<i>Diervilla Sessilifolia</i>
10	125	<i>Cornus Florida Rubra</i>	33	650	<i>Hamamelis Virginiana</i>
11	50	<i>Cornus Kousa</i>	34	25	<i>Hydrangea Petiolaris</i>
12a	500	<i>Crataegus</i>	35	350	<i>Ilex Verticillata</i>
12b	90	<i>Crataegus</i>	36	75	<i>Juniperus Communis Depressa</i>
12c	2	<i>Crataegus</i>	37	4000	<i>Kalmia Latifolia</i>
13	135	<i>Fraxinus Americana</i>	38	350	<i>Lindera Benzoin</i>
14	3	<i>Gleditsia Triacanthos</i>	39	25	<i>Lycium Chinense</i>
15a	100	<i>Juniperus Virginiana</i>	40	2500	<i>Myrica Pensylvanica</i>
15b	100	<i>Juniperus Virginiana</i>	41	1200	<i>Parthenocissus Quin. Eng.</i>
15c	60	<i>Juniperus Virginiana</i>	42	150	<i>Rhododendron Carolinianum</i>
15d	25	<i>Juniperus Virginiana</i>	43	1000	<i>Rhododendron Maximum</i>
15e	20	<i>Juniperus Virginiana</i>	44	600	<i>Rhododendron Nudiflorum</i>
15f	20	<i>Juniperus Virginiana</i>	45	100	<i>Rhododendron Viscosum</i>
16	15	<i>Nyssa Sylvatica</i>	46	3000	<i>Rhus Aromatica</i>
17	150	<i>Oxydendrum Arboreum</i>	47	50	<i>Rhus Glabra</i>
18a	35	<i>Pinus Strobus</i>	48	15	<i>Rosa Multiflora</i>
18b	275	<i>Pinus Strobus</i>	49	75	<i>Salix Discolor</i>
18c	85	<i>Pinus Strobus</i>	50	100	<i>Vaccinium Angustifolium</i>
18d	30	<i>Pinus Strobus</i>	51	150	<i>Vaccinium Corymbosum</i>
18e	10	<i>Pinus Strobus</i>	52	750	<i>Viburnum Dentatum</i>
19	240	<i>Quercus Borealis</i>	53	125	<i>Viburnum Dilatatum</i>
20	65	<i>Quercus Coccinea</i>	54	200	<i>Viburnum Lantana</i>
21	5	<i>Tilia Americana</i>	55	175	<i>Viburnum Lentago</i>
22a	1000	<i>Tsuga Canadensis</i>	56	500	<i>Viburnum Prunifolium</i>
			57	125	<i>Vitis Vulpina</i>

FOR DETAILS AND COMPLETE SPECIFICATIONS WRITE TO BOX 901, AMERICAN NURSERYMAN.

GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS

	Per 1000
American Arborvitae, 5-yr. transplants, (2-3), 8 to 15 ins.	\$65.00
Balsam Fir, 3-yr. transplants, (2-1), 2 to 5 ins.	55.00
Douglas Fir, 4-yr. transplants, (2-2), 3 to 8 ins.	65.00
Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 ins.	60.00
Banks Pine, 3-yr. transplants, (2-1), 5 to 10 ins.	35.00
Mugho Pine, 4-yr. transplants, (2-2), 3 to 6 ins.	50.00
Red Pine, 4-yr. transplants, (2-2), 5 to 8 ins.	60.00
Scotch Pine, 3-yr. transplants, (2-1), 3 to 8 ins.	55.00
White Pine, 3-yr. transplants, (2-1), 3 to 5 ins.	45.00
Norway Spruce, 3-yr. transplants, (2-1), 2 to 5 ins.	50.00
Norway Spruce, 4-yr. transplants, (2-2), 3 to 7 ins.	65.00
White Spruce, 3-yr. transplants, (2-1), 2 to 5 ins.	45.00
White Spruce, 4-yr. transplants, (2-2), 4 to 8 ins.	55.00

TERMS

Cash with order, or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine; net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind ask for retail price list. **No extra charge for boxes or packing.**

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants and seedlings available. Send for complete list of stock.

WESTERN MAINE FOREST NURSERY CO.

DEPT. AN-912

FRYEBURG, MAINE

OUR GUARANTEE

Ninety per cent of all transplants sold at regular wholesale prices, as quoted in this list, are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1953.

Coming Events

MEETING CALENDAR

September 8 and 9, Washington State Nurserymen's Association, Edmond Meany hotel, Seattle.

September 8 to 15, International Horticultural Congress, Royal Horticultural Society Hall, London, England. (See program May 1 issue.)

September 10, fall meeting, Western Pennsylvania Nurserymen's Association, Webster hall, Pittsburgh.

September 10 and 11, annual meeting of the Oregon Association of Nurserymen, Multnomah hotel, Portland, Ore.

September 16 to 18, convention of the California Association of Nurserymen, Catalina island.

September 17, summer meeting of the Nebraska Association of Nurserymen, Marshall Nurseries, Arlington, Neb.

September 19 and 20, convention of the nurserymen's group of the Louisiana State Horticultural Association, at Lafayette.

October 3 to 5, Texas Rose Festival, Tyler, Tex.

October 4 to 7, trade meet for Florida nurserymen, Winter Haven, Fla.

November 13 and 14, meeting of the Holly Society of America, Morris Arboretum, Philadelphia, Pa.

WASHINGTON MEETING

Two groups of nurserymen in the far west, the Washington State Nurserymen's Association and chapter 28 of the American Association of Nurserymen, plan to hold a combined summer meeting September 8 and 9 at the Edmond Meany hotel, Seattle, Wash.

Speakers at the 2-day meeting will be R. D. Leamer, Priest Point Nursery, Marysville, president of the Washington state nurserymen's group, who will open the meetings; Dr. Richard P. White, executive secretary of the A. A. N., who will speak about current trends within the association; Frank Zerolin, of the Seattle branch of the better business bureau; Arnold Gangnes, architect, who will discuss the landscaping needs of the contemporary home, and representatives from the J. Walter Thompson advertising agency, who will contribute advice on nurserymen's advertising.

Meetings of the A. A. N. chapter will be led by President W. D. Plough, of the Columbia & Okanogan Nursery Co., Wenatchee, Wash.

Malmo Nurseries, Seattle, will be host to the group for a luncheon, and a banquet will be held in the evening of the first day at Gaffney's Lake Wilderness resort, at which Prof. Ivar Haldequist, director of the

TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

KOREAN PINE (Nut Pine)

For Parks and Estates, 3 to 8 ft.

COLORADO BLUE SPRUCE, 2 to 4 ft.

ELFGREN NURSERIES

East Killingly, Conn.



THUJA OCCIDENTALIS COMPACTA ERECTA (NEW)

We offer this new variety in rooted cuttings; also established stock from 2 1/4-in. pots. Write for descriptive folder in color.

THE WESTMINSTER NURSERIES
WESTMINSTER, MD.

FALL DELIVERY

	Per 100
100 <i>Cedrus Atlantica Glauca</i> , 1 yr. G.	\$125.00
100 <i>Cladrastis Lutea</i> , 3 yr. T.	\$50.00
200 <i>Ilex Concreta</i> , 12 to 15 ins.	175.00
100 <i>Rhododendron Carolinianum</i> , 12 to 15 ins.	125.00
700 <i>Viburnum Carlesii</i> , 3 yr. S.	35.00
Other fine items. Send for list. Cash with order.	

BRIMFIELD GARDENS NURSERY
245 BRIMFIELD DR.
WETHERSFIELD, CONN.

A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTS
BUNTINGS' NURSERIES, Inc.
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DEL-MAR-VA NURSERIES

Growers of Quality Ornamental Stock.
Send us your want list.
DEL-MAR-VA NURSERIES
LINCOLN, DEL.
Phone: Milford, Delaware 4445

Royal International Institute of Plant Studies, Stockholm, Sweden, will be the guest speaker. The banquet will close with the selection, from among several attractive finalists, of "Miss Washington-Oregon Nursery Industry."

HOLLAND FLOWER SHOW

For the first time since 1935, an international flower show will return to Holland next year. The show will be held from March 14 to May 14, 1953, at Heemstede, near Haarlem, the Netherlands. The display is being organized by the General Society of Dutch Bulb Growers and other organizations of the Dutch flower industry. Similar exhibitions were organized in the years 1910, 1925 and 1935. It had been the original intention to hold the show every 10 years, but the two world wars caused interruptions.

According to the planners, next year's event will surpass all previous shows and will incorporate an open-air display for spring flowers, in addition to a special series of five indoor shows for collections of other flowers and flowering shrubs. These indoor shows will be laid out afresh every 10 days, so that the largest possible variety of flowers and plants will be shown, one after another. Prominent experts of many countries in the flower trade and in cultivation will be invited to act as members of the international jury. It will be their task to judge the exhibits.

The aims of the organizing societies are: To demonstrate the application of flowers and plants for the layout of parks, gardens and indoor use; to supply details and information regarding the progress made in the cultivation of horticultural products during the past 20 years; to renew old and to establish new contracts between buyers and growers all over the world, and to propagate the importance of Holland as the "Garden of Europe" and as one of the foremost producers of horticultural products.

CREVE COEUR LABORATORIES is the name of Monsanto Chemical Co.'s new agricultural and biological research installation at Creve Coeur, Mo. There are 10,000 square feet of greenhouses for screening and experimental work, in addition to the laboratories.

LANDSCAPING contract for the new Danvers, Mass., plant of the Hytron Radio & Electronics Co. has been awarded to Harlan P. Kelsey, Inc., East Boxford, Mass.



	Per 100	Per 1000	Per 100	Per 1000
SCOTCH PINE				
2-yr., S, 3 to 6 ins.	\$ 5.00	\$25.00		
2-yr., S, 4 to 8 ins.	7.00	35.00		
3-yr., S, 5 to 10 ins.	9.00	45.00		
AUSTRIAN PINE				
2-yr., S, 3 to 7 ins.	7.00	35.00		
3-yr., S, 8 to 16 ins.	11.00	55.00		
WHITE PINE				
2-yr., S, 2 to 6 ins.	4.00	20.00		
3-yr., S, 5 to 10 ins.	7.00	35.00		
MUGHO PINE				
2-yr., S, 2 to 3 ins.	5.00	25.00		
3-yr., S, 4 to 7 ins.	8.00	40.00		
CONCOLOR FIR				
2-yr., S, 3 to 6 ins.	11.00	55.00		
3-yr., S, 5 to 10 ins.	15.00	75.00		
FRASER FIR				
3-yr., S, 4 to 8 ins.	14.00	70.00		
				Write for complete Catalog.

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Black and Purple Raspberries, Tips and Transplants

Red Raspberries, No. 1 and Transplant Grades

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one of the largest small fruit sections in the world.

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SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

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NEWARK,

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Flowering Trees • Fruit Trees

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ROMEO, MICHIGAN

SHEPARD NURSERIES

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Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

OBITUARY

Harry P. Fontenot

Harry P. Fontenot, 47, owner of Fontenot's Nursery, Vinton, La., died July 27. Mr. Fontenot, who was born at Pine Prairie, had been active in the trade for a number of years both as a grower and as a retailer.

HONOR TEXAS ROSE MEN

Tribute was paid 19 of east Texas' pioneer rose growers who received awards at the quarterly meeting and picnic of the Texas Rose Research Foundation at Rose park, Tyler, Tex., August 16.

The men honored with certificates were those with more than 30 years as commercial growers.

M. S. Shamburger, known as the "dean" of the rose industry, who planted his first bush in 1892, was given special recognition.

Others receiving certificates and the number of years each has grown roses commercially were B. J. Atwood, 33 years; C. W. Dawson, 30; L. B. Dean, 37; David O. Ford, 37; Sam P. Ford, 37; B. L. Ginn, 31; E. V. Kimbrell, 33; P. E. Mackey, Sr., 33; W. B. McGinney, 30; G. A. McKee, Jr., 49; P. C. Moore, 40; Thomas E. Murray, 32; B. S. Shamburger, 48; Carl Shamburger, 35; A. F. Watkins, 49; John G. Zorn, 32; B. L. and Conard House, 32.

Honorable mention was made of early-day growers now deceased who contributed much to the industry including Gordon Atwood, Erby Eikner, Ben Hudnall, G. A. McKee, Sr., J. E. McKee, S. R. McKee, John Medlin, W. A. T. Murrey, John Snead, John Shamburger, Louie Shamburger, T. J. Shamburger, H. G. Strayhorn, A. L. Thompson, C. White, N. Taylor Pirtle, John L. Foster, Herman Shamburger, Jack Shamburger, Tom Shamburger, Perry C. Shamburger, W. L. McGinney and Carl McGinney.

Allan Bostick, in presenting the awards, said rose growing began in east Texas 102 years ago, but that roses have been grown there commercially for only 60 years. "From a humble beginning, the rose industry has achieved a dollar volume greater than any commercial industry," said Mr. Bostick. "The rose industry vitally affects the economy of Tyler as was seen by depressed retail sales after the November freeze of 1950."

Rose corsages were presented the widows of two former prominent growers, Gordon Atwood and Albert Thompson.

Mr. Bostick told the growers that

This list is taken from our Fall Trade List

LINERS

	Per 100	Per 1000
Azalea Gables, 13 varieties, TT	\$30.00	—
Azalea kaempferi, 8 varieties, TT	30.00	—
Azalea mollis, TT, 4 to 8 ins.	22.50	\$185.00
Azalea mollis, TT, 8 to 12 ins.	30.00	250.00
Berberis thunbergi, 2-yr. S. 9 to 12 ins.	4.50	35.00
Berberis thunbergi atropurpurea, R.C., 12 to 18 ins.	8.50	75.00
Forsythia spectabilis, R.C., 12 to 18 ins.	5.50	45.00
Hypericum aureum, 2-yr. S. 8 to 15 ins.	5.00	40.00
Juniperus glauca Hetz, 2-yr. T, 10 to 15 ins.	33.00	300.00
Philadelphus virginicus, R.C., 8 to 12 ins.	8.00	70.00
Philadelphus virginicus, R.C., 12 to 18 ins.	10.00	85.00
Taxus cuspidata, spreading, 2-yr. T, 8 to 12 ins.	35.00	300.00

B & B STOCK

	Per 10	Per 100
Juniperus excelsa stricta, 18 to 24 ins.	\$22.50	\$190.00
Juniperus excelsa stricta, 2 to 2½ ft.	29.00	250.00
Juniperus glauca hetzii, 18 to 24 ins.	28.50	250.00
Juniperus glauca hetzii, staked, 3 to 4 ft.	37.50	325.00
Juniperus glauca hetzii, staked, 4 to 5 ft.	47.50	425.00
Taxus cuspidata, spreading, 15 to 18 ins.	31.50	275.00
Taxus cuspidata, spreading, 18 to 24 ins.	40.00	350.00
Thuja occidentalis Hetz's Winter Green, 2½ to 3 ft.	23.50	210.00
Thuja occidentalis Hetz's Winter Green, 3 to 4 ft.	28.50	250.00

Rhododendron—Named Hybrids, 6000 available
Azalea—Named Hybrids, 5000 available

Many other desirable items.

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FAIRVIEW, ERIE COUNTY, PA.

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Flowering Shrubs — Evergreens

Also Liners

Fall Price List Now Ready

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GLASTONBURY, CONN.

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

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Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation.

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BORER REPELLENT

Dogwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed.

30-gal. drum... \$36.00 5-gal. drum... \$7.00

1-gal. can....\$3.00

C.P.O. INSECTICIDE SOAP SPREADER

USE WITH NICOTINE FOR SURE, QUICK KILL OF APHIDS, LACE BUG, BED SPIDER, SCALE INSECTS.

C.P.O. WILL NOT INJURE SOIL, POISON OPERATORS OR LEAVE RESIDUE TO KILL BENEFICIAL INSECTS.

55-gal. drum....\$77.00 5-gal. drum.....\$8.50

30-gal. drum....45 gal. drum....1-gal. can....\$2.25

All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.
6300 State Road, Philadelphia 35, Pa., Dept. AN.

GROWERS

EVERGREEN TREE LINING-OUT STOCK

For Fall 1952—Spring 1953

SUNCREST EVERGREEN NURSERIES
P. O. Box 594 Johnstown, Pa.

a rose show surpassing anything previously staged is planned for the 1952 festival and that "we must lean heavily upon the growers for roses."

Delbert Thompson, foundation president, presided. Paul Shambarger was elected a new director, and the resignation of Sidney Morris as secretary was accepted.

Bob Shelton, of the city park department, explained plans to double the size of the municipal rose garden at Rose park by developing seven more plats. A small model field with plowed rows showing how rose understock is propagated and budding done is also planned at Rose park for benefit of visitors desiring to know how roses are grown. Mr. Shelton said.

Mr. Shelton praised the Rose Research Foundation and rose growers for donating bushes and assisting in the planting of Rose park.

NICELY AT ILLINOIS MEET

Paul Nicely, newly appointed superintendent of the division of plant industry, Illinois department of agriculture, attended the meeting of the board of directors of the Illinois State Nurserymen's Association last month. Together with H. F. Seifert, Glen Ellyn, horticultural inspection supervisor, division of plant industry, Mr. Nicely discussed improvement in the nursery inspection routine for the state of Illinois.

Mr. Nicely, 33, replaces Henry H. Chamberlain, who resigned June 15 to enter the commercial seed business. The new superintendent had been soil conservation adviser to the department of agriculture since February. He is a graduate of the University of Illinois college of agriculture, class of 1942. Following his graduation, he taught vocational agriculture for seven years.

In his new position, Mr. Nicely is being assisted by William K. Horin, a 1949 graduate of the University of Illinois college of agriculture. Mr. Horin had been employed by the department of agriculture as a seed analyst since February, 1951.

At this meeting, the directors of the Illinois association accepted an invitation of the Wisconsin Nurserymen's Association to hold a joint summer meeting at Deer Trail Lodge, Tomahawk, Wis., in 1953, with the tentative dates set for June 26 to 28.

MIDWEST LANDSCAPE & NURSERY SERVICE has been opened at 2201 North Florida avenue, Joplin, Mo., by Fred E. Myers.

LINING-OUT STOCK

Write for our illustrated list

	Per 100	Per 1000	Per 10,000
Colorado Blue Spruce, 3-2, 6 to 9 ins...	\$16.00	\$150.00	.....
Colorado Blue Spruce, 3-2, 4 to 6 ins...	10.00	80.00	.....
Colorado Blue Spruce, 3-0, 4 to 6 ins...	6.00	32.00	\$300.00
Colorado Blue Spruce, 3-0, 2 to 4 ins...	4.00	20.00	180.00
Black Hills Spruce, XXX, 12 to 15 ins...	50.00	.....	.....
Black Hills Spruce, XXX, 9 to 12 ins...	30.00	15.00	.....
White Spruce, 3-3, 9 to 12 ins...	15.00	.....	.....
White Spruce, 3-3, 6 to 9 ins...	10.00	.....	.....
White Pine, 2-3, 6 to 12 ins...	15.00	.....	.....
White Pine, 3-0, 3 to 8 ins...	5.00	25.00	.....
Mugho Pine, XX, 6 to 10 ins...	50.00	.....	.....
Mugho Pine, 2-2, 4 to 6 ins...	15.00	.....	.....
Norway Pine, 2-0, 2 to 4 ins...	4.00	18.00	.....
Banks Pine, 3-0, 8 to 16 ins...	6.00	25.00	.....
Austrian Pine, 2-0, 3 to 6 ins...	5.00	25.00	.....
Douglas Fir (<i>Pseudotsuga Taxifolia</i> Glauca), 2-0, 3 to 8 ins...	5.00	25.00	220.00
Taxus Media Hicksii, X, 8 to 10 ins...	25.00	.....	.....
White Birch, 2-2, 10 to 18 ins...	10.00	.....	.....
White Birch, 2-0, 8 to 16 ins...	7.50	40.00	.....

SCOTCH PINE

	Per 1000	Per 1000	Per 10,000
	in 10,000	in 100,000	lots
Scotch Pine, 2-1, 3 to 8 ins...	\$9.00	\$45.00	\$40.00
Scotch Pine, 3-0, 5 to 10 ins...	7.50	30.00	28.00
Scotch Pine, 2-0, 3½ to 8 ins...	6.00	25.00	23.50
Scotch Pine, 2-0, 2 to 3½ ins...	4.00	16.00	15.00
			14.00

Samples on request

TERMS: Cash with order please; or 25 per cent deposit, balance before shipment.

5 per cent discount if balance paid before shipping on Fall orders; paid before December 1, 1952, on Spring orders.

25 at 100 rate, 250 at 1000 rate; all seedlings in multiples of 50, all transplants in multiples of 10.

Minimum order \$10.00.

Packing at materials cost; charges billed when shipped.

MATTHEWS NURSERY

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HARBOR SPRINGS, MICH.

LINING-OUT TAXUS

MANY VARIETIES

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Established 1864 : STURGEON BAY, WIS.

EVERGREENS

Growers of Quality Evergreens
Lining-out Stock & Specialty

Write for Trade List

	Per 100
1 to 24 ins...	\$125.00
24 to 36 ins...	175.00
36 to 36 ins...	225.00
Red Cedar	.....
18 to 24 ins...	150.00
Blue Pfitzer	.....
15 to 18 ins...	250.00
18 to 24 ins...	325.00

HENRY NURSERIES

Ingels Bros.
HENRY, ILL.
Growers of General Nursery Stock
Visitors Welcome

AMERICA'S BEST SOURCE FOR HARDY PLANTS

WRITE FOR TRADE LIST

Gardens

Wayside Gardens

WHOLESALE PRICE LIST

(Prices subject to change without notice)

HUTCHINSON NURSERY

80 Hutchinson Blvd. Scarsdale, N. Y.

Telephone Sc. 3-1486

Terms and conditions adopted by American Association of Nurserymen: 2 per cent 10 days; 30 days net.

<i>Azalea amoena,</i>	Each
15 to 18 ins.	\$ 2.50
18 to 24 ins.	3.25
2½ to 3 ft.	6.00
3 to 3½ ft.	8.50
3½ to 4 ft.	10.00
<i>Azalea Hinodegirl,</i>	
24 to 28 ins.	9.50
28 to 32 ins.	10.00
32 to 36 ins.	12.00
<i>Azalea blue-crimson,</i>	
24 to 28 ins., heavy	8.50
28 to 32 ins., heavy	11.50
<i>Taxus cuspidata capitata,</i>	
5½ to 6 ft., heavy	23.00
6 to 7 ft., heavy	26.50
7 to 8 ft., heavy	35.00
<i>Taxus cuspidata</i> (spreading Yew),	
2 to 2½ ft.	5.00
2½ to 3 ft., heavy	7.00
3 to 3½ ft., heavy	9.00
3½ to 4 ft., heavy	11.00
<i>Taxus brevifolia,</i>	
15 to 18 ins.	3.50
18 to 24 ins.	4.50
4 to 5 ft.	12.00
5 to 6 ft.	15.00
<i>Thuya occidentalis,</i>	
3 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	5.50
6 to 7 ft.	6.75
7 to 8 ft., heavy	10.00
10 to 12 ft., heavy	14.00
<i>Thuya occidentalis pyramidalis,</i>	
3½ to 4 ft.	3.50
4 to 5 ft.	4.25
<i>Thuya occidentalis nigra,</i>	
3 to 4 ft.	3.75
<i>Thuya globe,</i>	
18 to 24 ins.	2.00
<i>Blueberry hybrid varieties,</i>	
2½ to 3 ft., heavy	2.50

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LANSING 15, MICH.**HYDRANGEA P. G.****1-yr. CONCORD GRAPES****PEACH TREES**

Thorne Brewster

WILLOWBEND NURSERY

PERRY, OHIO

COVER ILLUSTRATION**Syringa Microphylla**

One of the species of syringa that is little grown but worthy of more extensive use in landscape plantings is Syringa microphylla, the littleleaf lilac. To many, if this species is compared to the common hybrid lilacs, it will seem to have little to recommend it because the flowers are much smaller. However, its size, habit of growth and flowering habit make it worthy of recommendation.

The littleleaf lilac is a small shrub reaching a height of about six feet and may be twice as broad as high. Its native habitat is north China, and it was introduced about 1910.

The generic name of this plant, syringa, comes from the Greek word Syrinx, meaning pipe, which is of doubtful application to this plant. The species name, microphylla, means small leaf, referring to the small leaves of this species in comparison with the leaves of other species of this genus.

The leaves are broad ovate to ovate, one-half to one and one-half inches long, abruptly pointed at the tip and rounded or broad wedge-shaped at the base. The underside of the leaves and the twigs are hairy.

The flowers are pale lilac, are small in comparison with those of the hybrid lilac and are produced about mid-May, a little later than those of many of the common lilac varieties. A few flowers may also be produced in the fall. The fruit is characteristic of that of all the lilacs and has no ornamental value.

This species, like the other lilacs, should be planted in good, well-drained soil, preferably one near a neutral reaction. It will respond to applications of lime by better growth. It should be planted in sunny situations. Syringa microphylla transplants readily and is hardy. Follow a gradual renewal system of pruning. Remove the old flower heads after the bloom has passed. Scale and borers are the two most serious pests of the lilac. Parathion has given good control of the former and DDT for the latter. Lilacs should be propagated on their own roots.

Syringa microphylla is recommended for a low to medium-size shrub for border and mass planting.

L. C. C.

TSUNEO TAMURA was recently appointed to the staff of the soils department of the Connecticut agricultural experiment station, New Haven, as assistant soil scientist.

Wholesale Price List

Fall, 1952 — Spring, 1953

	Each
Upright Hetz Junipers, 4 to 5 ft.	\$6.00
Upright Hetz Junipers, 3 to 4 ft.	4.75
Irish Junipers, 2½ to 3 ft.	2.75
Canaert Junipers, 4 to 5 ft.	6.00
Canaert Junipers, 5 to 6 ft.	7.00
Burk Junipers, 4 to 5 ft.	6.00
Burk Junipers, 3 to 4 ft.	4.75
Dundee Junipers, 4 to 5 ft.	6.00
Spiny Greek Junipers, 18 to 24 ins.	2.75
Spiny Greek Junipers, 2 to 2½ ft.	3.25
Andorra Junipers, 18 to 24 ins.	3.00
Andorra Junipers, 24 to 30 ins.	3.25
Pfitzer Junipers, 18 to 24 ins.	3.25
Pfitzer Junipers, 24 to 30 ins.	3.75
Pfitzer Junipers, 30 to 36 ins.	4.50
Pfitzer Junipers, 3 to 4 ft.	5.00
Hetz Junipers, 24 to 30 ins.	3.75
Hetz Junipers, 30 to 36 ins.	4.50
Savin Junipers, 18 to 24 ins.	3.25
Globe Arborvitae, 15 to 18 ins.	3.25
Euonymus Patens, 18 to 24 ins., Hedging size	.75

Orders Delivered FREE in Truckload

Lots up to 100 miles during fall season ONLY. (Missouri ONLY.)

Pfitzers in UNLIMITED Quantities
Heavily Sheared Trees. See Them.**BRUENING'S NURSERIES**

One of Missouri's Largest Growers

HIGGINSVILLE, MO.

Phone 115

SPECIMEN LANDSCAPE MATERIALS**Our Specialty****TAXUS**

Visit our nurseries and see our stock for fall

W. A. NATORP CO.
CINCINNATI 29, OHIOQUALITY EVERGREENS
L. O. STOCK**EUONYMUS**

Alatus Compactus

2-yr. pots . . . 22c ea.

COTONEASTER
Apiculata

2-yr. pots . . . 27c ea.

Summer and Fall Shipment

BERRYHILL NURSERY CO.

P. O. BOX 696

SEEDLING STOCK

Order early while all grades are available.
Ornamental and shade tree seedlings.

	Per 100	Per 1000
ASH, green.		
6 to 12 ins.	\$1.20	\$10.00
12 to 18 ins.	1.80	15.00
18 to 24 ins.	2.50	22.00
2 to 3 ft.	3.50	30.00
CATALPA speciosa.		
6 to 12 ins.	1.20	10.00
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.40	20.00
ELM, American.		
6 to 12 ins.	1.00	8.00
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.10	18.00
2 to 3 ft.	2.90	25.00
ELM, Chinese.		
6 to 12 ins.	1.20	10.00
12 to 18 ins.	2.00	18.00
18 to 24 ins.	2.80	25.00
2 to 3 ft.	4.00	35.00
KENTUCKY COFFEE TREE.		
6 to 12 ins.	12.50	100.00
12 to 18 ins.	15.00	125.00
18 to 24 ins.	20.00	175.00
HACKBERRY.		
6 to 12 ins.	1.80	15.00
12 to 18 ins.	2.80	25.00
18 to 24 ins.	4.50	40.00
LOCUST, black.		
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.20	20.00
2 to 3 ft.	3.00	28.00

FRUIT TREE SEEDLINGS

Per 100 Per 1000

APPLE SEEDLINGS (Heavy grade).	Per 100	Per 1000
1/4-in. and up, branched	\$4.00	\$35.00
No. 1, straight, 3/16 to 5/16 in.	3.50	30.00
Special grade, straight collar, short roots, 3/16 in. and up. [These are ideal for whole root grafting]	2.60	22.00
No. 2, straight, 2/16 to 3/16 in.	2.60	22.00
No. 3, about 2/16 in.	1.90	16.00
Row-run grade, 5/32 in. and up	2.50	21.00

PLUM SEEDLINGS (*Prunus americana*).

Per 100 Per 1000		
1/4 in. and up	\$4.50	\$40.00
No. 1, 3/16 to 5/16 in.	4.00	35.00
No. 2, 2/16 to 3/16 in.	2.80	24.00
No. 3, about 2/16 in.	2.10	18.00

MAHALB SEEDLINGS.

Per 100 Per 1000		
1/4 in. and up	\$3.70	\$32.00
No. 1, 3/16 to 1/4 in.	3.50	30.00
No. 2, 2/16 to 3/16 in.	2.80	24.00
No. 3, about 2/16 in.	2.00	17.00

J. H. SKINNER & CO. NURSERY Route 6, TOPEKA, KAN.

MARYLAND CAVALCADE

(Continued from page 12.)

of that same firm, and Frans Nolde, Fred Wybenga and Billie Burton of the Burton's Nursery. Supplementing the spread provided by the nurserymen's association were gobs of delicious roast ears of corn given through the courtesy of Johnny Burton, and sliced tomatoes through the courtesy of A. Gude & Sons.

A special feature, and one really welcomed, was what might be termed "a thirst wagon," always full of iced soft drinks. This followed the cavalcade and dispensed cold drinks at every stop. It was provided through the courtesy of the J. H. Small & Son's Nursery.

Distinguished guests attending the tour and picnic included: Dr. Gordon C. Cairns, dean of agriculture; Dr. I. C. Haut, director of the experiment station, and Dr. Ernest N. Cory, state entomologist, all of the University of Maryland. Several visiting nurserymen were present.

The committee responsible for planning the picnic and tour included Carl Orndorff, Johnny Burton, Gilbert Gude, Edward Stock, Adolph Gude, Jr., C. W. Price, Paul Hofmann, George Langford, and Adolph Gude, Sr.

CHOICE SEEDLINGS

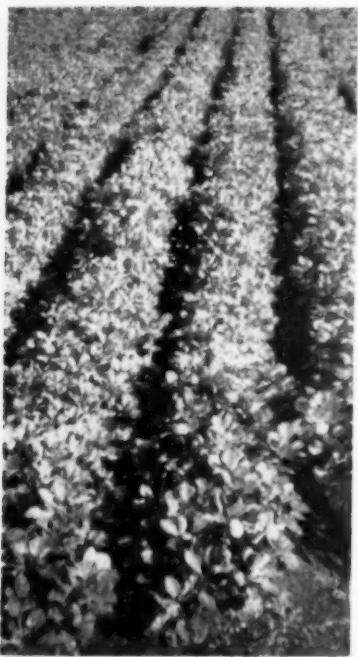
In propagating seedlings for our own fields, we produced some varieties in a little larger quantity than we had planned. They are extra-strong, well-rooted and Monroe-grown. You will note excellent varieties are listed, but some are available in comparatively small quantities. Order at once to avoid disappointment. Prices F.O.B. Monroe, packing at cost.

Variety:	Age	Approx. Size	Price
		6/24/52	Per 100 Per 1000
<i>Acer ginnala</i>	2-0	12 to 15 ins.	\$20.00 \$175.00
<i>Acer tataricum</i>	2-0	9 to 15 ins.	12.50 100.00
<i>Aesculus hippocastanum</i>	2-0	12 to 20 ins.	20.00 175.00
<i>Amorpha fruticosa</i>	2-0	6 to 12 ins.	7.50 65.00
<i>Aronia arbutifolia</i>	2-0	4 to 6 ins.	5.00
<i>Berberis thunbergii</i>	3-0	6 to 12 ins.	4.00 35.00
<i>Chaenomeles japonica</i>	2-0	6 to 12 ins.	7.50 65.00
<i>Celastrus scandens</i>	2 yr.	#1	4.50 40.00
<i>Cercis canadensis</i>	3-0	12 to 18 ins.	22.50 200.00
<i>Cotinus coggygria</i>	2-0	6 to 12 ins.	10.00 90.00
<i>Cotoneaster divaricata</i>	3-0	6 to 12 ins.	17.50 150.00
<i>Cotoneaster racemiflora soongarica</i>	3-0	6 to 12 ins.	17.50 150.00
<i>Euonymus europaeus</i>	3-0	6 to 12 ins.	8.50 75.00
<i>Fraxinus americana</i>	2-0	12 to 20 ins.	20.00 175.00
<i>Parthenocissus tricuspidata</i>	2 yr.	#1	4.50 40.00
<i>Prunus communata</i>	2-0	6 to 12 ins.	10.00 85.00
<i>Rhamnus frangula</i>	2-0	6 to 9 ins.	8.50 75.00
<i>Rhamnus satellitis</i>	2-0	12 to 15 ins.	10.00 85.00
<i>Rhamnus, No. 119262</i>	2-0	6 to 9 ins.	10.00 85.00
<i>Robinia pseudoacacia</i>	2-0	12 to 20 ins.	20.00 175.00
<i>Rosa multiflora</i>	3-0	18 to 24 ins.	4.00
<i>Sorbus aucuparia</i>	2-0	6 to 12 ins.	6.00 50.00
<i>Viburnum lanifera</i>	2-0	6 to 12 ins.	10.00 85.00

ILGENFRITZ NURSERIES, INC.

THE MONROE NURSERY

MONROE, MICH.

**Cotinus coggygria** seedlings

Our list is getting short, but we can still furnish the following:

Cotinus coggygria	Per	Per
(Rhus cotinus).	100	1000
3 to 6 ins., s.	\$ 6.00	\$ 50.00
6 to 9 ins., s.	10.00	85.00
9 to 12 ins., s.	12.50	100.00
transp., s., about		
6 to 12 ins., s.	12.50	100.00
Crataegus phoenopyrum		
(Washington Hawthorn).		
6 to 9 ins., s.	7.50	65.00
12 to 18 ins.,		
2-yr., r.p.	20.00	----
Rhodotypos scandens.		
6 to 12 ins., s.	7.50	65.00
Viburnum opulus.		
6 to 12 ins., s.	10.00	85.00
Exochorda grandiflora.		
6 to 12 ins.,		
2-yr.,	8.50	75.00
Cornus florida.		
6 to 12 ins.,		
2-yr., r.p.	7.50	65.00
Sorbus aucuparia.		
6 to 12 ins., s.	6.00	50.00
Tilia cordata.		
6 to 12 ins.,		
2-yr., r.p.	10.00	----
12 to 24 ins.,		
2-yr., r.p.	20.00	----
Boston Ivy.		
1-yr., s.	5.00	40.00

Your order will be appreciated.

**NEWPORT NURSERY
COMPANY**
NEWPORT, MICH.

New England Meets For Work and Play

Some business and a great deal of fun marked the summer meeting of the New England Nurserymen's Association, held August 14 at Seilers Recreation park, Wayland, Mass.

Sted Snow, of the Winslow Nurseries, requested at the meeting that the Winslow zoning case, of which much discussion has been carried in this magazine, be brought up for consideration. George Winslow made a short and effective speech, bringing out the fact that the Winslow case was not over and would not be won until the supreme court of Massachusetts had handed down its final decision and that the lower court judge's ruling was a finding of facts to be passed on by the higher court.

He stressed the fact that the case can still be lost without the continued support of the New England Nurserymen's Association and the American Association of Nurserymen and stated how grateful he was for all the support that had been given. Following Mr. Winslow's talk, many in the audience rose to speak on the subject, and the sentiment was in favor of continued support for the Winslow Nurseries. The discussion was brought to a close by a motion from Seth Kelsey to refer the matter to the executive committee with power to act. This motion was passed.

Join in Ad Cleanup

Another item of business taken up by the meeting was the election of five new firms to membership in the organization. President Willard M. Bond then brought up the topic of fair trade and the effect that misleading advertising was having on the whole nursery industry. After some discussion, Seth Kelsey introduced the following resolution:

"Resolved, that the New England Nurserymen's Association go on record as favoring the program outlined at the Detroit A. A. N. meeting for cleaning up fraudulent and misleading advertising and that the New England Association wishes to back up the American Association of Nurserymen and its officers in any way possible in this work." The resolution passed unanimously.

A lighter moment during the business meeting was provided by Peter J. Cascio, president of the A. A. N., who presented a short message. True to the idea that the summer meeting

NEPCO LAKE QUALITY

2-Yr. SEEDLINGS

AUSTRIAN PINE

4 to 6 ins.

(*Pinus nigra austriaca*)

\$35.00 per 1000

SCOTCH PINE

4 to 6 ins.

(*Pinus silvestris, var. rigensis*)

\$30.00 per 1000

SCOTCH PINE

6 to 8 ins.

(*Pinus silvestris*)

\$40.00 per 1000

Write for complete price lists

NEPCO LAKE NURSERY PORT EDWARDS, WIS.

Member A. A. N.

LAKE'S SHENANDOAH NURSERIES

Shenandoah, Iowa

Wholesale growers of
a fine assortment of

GENERAL NURSERY STOCK

Your inquiries will be appreciated.

WELLER'S PERENNIALS

With That Wonderful Root System

HARDY, MUM, AND CHLOX.

Ask for our Perennial Catalog.

WELLER NURSERIES CO., Inc.
Leading Perennial Growers
HOLLAND, MICH.

BURTON'S
HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
RARE ITEMS YOU DO NOT FIND IN MOST LISTS!
Write!
HILLTOP NURSERIES
CASSTOWN, OHIO

Cash in on the \$75,000 Holland Bulbs Photo Contest

Sell IMPORTED HOLLAND BULBS

SPECIAL COLLECTION FOR COUNTER SALES

No need to send your customers to chain, department or seed stores when you can compete profitably with them!

Prepacked in Holland, these Special Collections for Counter Sales have proven themselves so popular, and our volume in them has increased so greatly that we offer them this year at NO INCREASE IN PRICE—in spite of the fact that prices in Holland have increased on practically all items. Colored pictures of all items, streamers, display cards and planting instructions included free of charge with each collection.

Each Collection contains 1650 bulbs, as follows:

1000 TULIPS First Size 11 to 12 Centimeters	{ 100 Allbright, bright red. 100 Blue Parrot, violet-blue. 100 Campfire, blood-red. 100 Carrara, pure white.
SUGGESTED RETAIL: 7c each	{ 100 Cordell Hull, red and white. 100 Dillenberg, salmon-orange. 100 Fantasy Parrot, pink and green.
100 HYACINTHS 15 to 16 Centimeters	{ 30 Blue Hyacinths 30 Pink Hyacinths 40 White Hyacinths
250 CROCUSES—Mixed colors, 7 to 8 centimeters.	{ SUGGESTED RETAIL: 15c each
250 MUSCARI—Grape Hyacinth, 7 to 8 centimeters.	{ RETAIL: 3c each
50 DAFFODILS—King Alfred (yellow trumpet), D.N. No. 2.	{ RETAIL: 2c each

TOTAL SUGGESTED RETAIL SELLING PRICE: \$105.00

YOUR COST: \$49.50 per collection (1650 bulbs)



BULK BULBS

Send for your free copy of our complete listing of Holland bulbs. Over 200 varieties available.

TERMS: 2 per cent allowed for cash with order; or net 30 days if credit is established. F.O.B. New York or Detroit.

GROWERS EXCHANGE, Inc.

P. O. Box 397 Farmington, Michigan

Phone: Farmington 1890

is for relaxation, Mr. Cascio kept the crowd in laughter.

On the purely recreational side, there were three horseshoe courts, a softball game and a golf-driving contest, all of which were well-attended. A clam bar was in operation all afternoon, and a dinner of roast beef was served at 4 p. m. The day was beautiful and warm enough for everybody to develop a good thirst, which one could quench with whatever he desired at a bar kept well-stocked and manned by the three hosts, Wyman's Framingham Nursery, Bay State Nurseries and Weston Nurseries. E. W.

SOME WAGE CONTROLS OFF

Under revisions of the defense production act which became effective last month, two changes have been made with regard to increases of wages and salaries which are of importance to nurserymen.

Any business that employs eight or fewer persons is exempt from all wage and salary controls and can make adjustments in wages without getting approval of the wage and salary boards.

All agricultural labor is exempt from all wage controls, as well as all employees paid \$1 per hour or less.

We offer for fall a general line of **HEAVY**, sheared, transplanted **SPECIMEN EVERGREENS**.

JUNIPERS: *Virginia Canarii*, *Keteleeri*, *Dundee*, *Chinensis Columnaris*, *Glaucis*, *Burkii*, *Irish Fastigiatum* in sizes 4 to 6 ft., *Stricta Meyeri*, *Variegata*, *Plitzeana*, *Hetzii*, *Sabina* in 18 to 24 ins. and 24 to 30 ins.

We have some extra-heavy, 15-yr. old, specimen sheared *Keteleeri* and *Canarii* *Juniperus*, 6 to 12 ft.

ARBORVITAE: *American* and *Pyramidalis*, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. *Golden Arborvitae*, 15 to 18 ins., 18 to 24 ins., 24 to 30 ins.

TAXUS HICKSII: 18 ins. to 4 ft.

We have a general line of **Shrubs**, **Shade Trees**, 2 and 4 yr. **Fruit Trees**, **Hedges**, **White and Red Dogwood**, **Crimson King Maple**, *500,000 Multiflora Rosa*.

Write for our general wholesale price list or drive to our nurseries and look over our stock. We are located 25 miles south of Effingham, Ill., on State Rte. No. 27, or 30 miles north of Centralia, Ill.

EGYPTIAN NURSERY & LANDSCAPE CO.

Day Phone 37

PARINA, ILL.

Night Phone 64

ATTENTION: LANDSCAPING AND SALESPARDS.

For Fall and Spring shipment.
Beautiful stock in upright and spreading evergreens.

FOR NURSERIES:

First-class evergreen liners ready for nursery rows.

Ask for our list or better still visit us and see for yourself.

PAUL OFFENBERG NURSERIES

3415 E. Livingston Ave.

COLUMBUS 9, OHIO

DAYLILIES

(HEMEROCALLIS) 200 Varieties

Wholesale

KANSAS CITY DAYLILY GARDEN
7728 Holmes

Kansas City 5, Mo.



PEONIES • IRISES
DAY LILIES • POPPIES

ALL YOUNG GROWN STOCK

PROMPT SERVICE

Send for Wholesale Prices.

C. F. WASSENBERG

4½ Miles East on U.S. 30

VAN WERT, OHIO • "The Fancy City"

SEEDLINGS FOR FALL AND SPRING DELIVERY

<i>Lonicera tatarica</i> , 2 to 3 ft.	Each \$0.35
18 to 24 ins.	.13
12 to 18 ins.	.06
8 to 12 ins.	.05
<i>Viburnum americanum</i> , 6 to 8 ins.	.08
<i>Viburnum dentatum</i> , 6 to 8 ins.	.07
<i>Viburnum dilatatum</i> , 6 to 8 ins.	.10
<i>Cotoneaster divaricata</i> , 6 to 8 ins.	.10
<i>Cotoneaster horizontalis</i> , 4 to 6 ins.	.08
<i>Prunus tomentosa</i> , 9 to 12 ins.	.12
<i>Rosa multiflora</i> , 18 to 24 ins., heavy	.05
<i>Juniperus virginiana</i> , 6 to 8 ins.	.04

OUR SPECIALTY FOR EARLY FALL DELIVERY

	Each
<i>Thuja orientalis</i> , 8 to 14 ins.	\$0.04
<i>Thuja orientalis</i> , 12 to 18 ins.	.06

10 per cent discount on orders for more than 1000 of any item.

CLOVERNOOK NURSERIES, INC.

710 E. Fairy Chasm Road
MILWAUKEE 11, WIS.

COMPLETE ASSORTMENT OF

**Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.**

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

HARDY PLANTS Bulbs and Shrubs

"America's Finest"

Write for Trade List

Springbrook Gardens
MENTOR, OHIO

Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

THE KALLY BROTHERS CO.
Painesville, Ohio



NURSERIES FEEL DROUGHT

[Continued from page 8]

ornamentals in the field that were planted last year. Our cherry trees have made a normal growth, but peach, apple and other fruit trees have been retarded at least 50 per cent."

From Chase, Ala., Henry H. Chase, of the Chase Nursery Co., reports practically no rain in his area for the entire months of June and July. He adds that since August 1 his area has experienced much-needed showers, mostly at night.

"The result of all this," reports Mr. Chase, "is a serious curtailment of production in 1-year stock, particularly late-transplanted material. One-year cuttings which were in the ground soon enough have stood the ordeal well. A most serious result is the curtailment of growth on this fall's crop of 2-year stock. Fertilizer was in the ground, but not working. It has now started working, and the plants might make up a good deal of their short growth. Two-year stock was already short due to two successive early freezes, in the fall of 1950 and in the fall of 1951."

Had Rain When Needed

C. E. Stephens, reporting for the Semmes Nurseries, Semmes, Ala., states, "Although the rainfall has been much below average, we have been fortunate to have had rain when we needed it badly. All in all, the stock in this area seems to be in fairly good shape. We have possibly lost a little growth that we might expect with ideal conditions, but we have had sufficient moisture to grow a good crop of stock."

Other areas of the south have apparently fared satisfactorily. Reports from nurserymen in Virginia, North Carolina and the rose-growing area of eastern Texas indicate that, although there has been some dryness, the over-all effect has not been of major consequence. Several nurserymen report that their crop situations were materially improved through the use of their irrigation systems, but there have also been reports of the drying up of irrigation systems in the severely affected areas.

Merton L. Congdon, Congdon's Wholesale Nursery, North Collins, N. Y., reports: "In this area, known for its production of berries and other small fruits, the effect of the drought was disastrous so far as the harvesting of fruit is concerned. However, the small fruit plants that we produce were affected little, and, with favorable rains in early August,

DEETER NURSERY & LANDSCAPE

1/2 mile east of Clayton, Ohio
12 miles northwest of Dayton, O.,
off Rt. 49

Mail address:
Rt. 1, Clayton, Ohio
Telephone: Brookville 44F23

Globosa Woodwardii
Arborvitae

15 to 18 ins.
18 to 24 ins.
24 to 30 ins.

Pyramidalis Arborvitae

3 to 4 ft., heavy

Biota Aurea Nana 18 to 24 ins.

Juniperus Chinensis

Columnaris 3 to 4 ft.
Juniperus Dundee 3 to 4 ft.
Juniperus Hetzi 24 to 30 ins.
Juniperus Pfitzeriana 18 to 24 ins.

24 to 30 ins.

30 to 36 ins., heavy

Taxus Hicksii 18 to 24 ins., heavy

ORNAMENTALS

TREES SHRUBS EVERGREENS

Wholesale growers of a

general assortment for
the best landscape plantings.

BRYANT'S NURSERIES

Princeton, Illinois

DO YOU NEED . . .

Flowering Shrubs
Shade Trees
Evergreens
Lining-out stock
Phlox or Peonies
Apples or Plums
Perennials

If so, please write for copy of our
new wholesale price list.

SHERMAN NURSERY CO. CHARLES CITY, IOWA

SPECIAL OFFER

PYRAMIDAL JUNIPERS
Canaerti, *Dundee* and *Keteleeri*

3 times transplanted, heavy, 4 to 5 ft. \$5.80 ea.

J. Virginiana Glauca

4 times transplanted, sheared several times, extra-heavy, 4 to 5 ft. \$7.00 ea.

Special prices to large users and
when buyer will do the dipping. Other
stock also. Cash only.

ROSEBUD NURSERIES ROUTE 83 CHICAGO HEIGHTS, ILL.

they are now making up the growth that they lost during June and July.

"Our deciduous shrubs have been cut down in height considerably by the dry weather. Hydrangeas which normally grade two to three feet or over by the second year will grade only 18 to 24 inches this year."

From the east, Seth L. Kelsey, Kelsey-Highlands Nursery, East Brookfield, Mass., reports that "the recent drought was unusually severe, especially since it was accompanied by hot weather. Stock transplanted in the spring suffered most, but irrigation and emergency spot watering helped pull it through with only minor losses. However, the growth of all stock was retarded."

"Our four inches of rain in the first two weeks of August have given us a thorough and most welcome drenching, and, in general, our stock is in good condition for fall sales. Many species are now starting a vigorous second growth, especially evergreens sheared in the spring, and the net loss of growth will be small."

A comprehensive statement is offered by Peter J. Cascio, Peter Cascio Nursery, West Hartford, Conn.

"As we had not set out any lining-out stock, the drought affected our nursery little. Of course, we had to irrigate, and our huge consumption of water put us to considerable expense."

"We did not enjoy the plant growth we might have had if we had had periodic rains. Where the drought affected us a great deal was in planting jobs we had done this past spring. Dogwoods seem to have been hit most severely, as we have heard from practically every customer who purchased a dogwood this spring; the trees are either doing poorly or have died."

"On one housing job, where absolutely no watering was done, I would estimate that 90 per cent of the trees have died."

"As soon as some of our clients return from the country resorts, I anticipate having more replacement headaches because of the effect of the drought on spring-planted trees, shrubs and evergreens."

Reports from southern New England; other parts of New York, including Long Island, and New Jersey vary, but indicate little to no damage from the drought to stock in the nurseries. As a matter of fact, C. W. M. Hess, Hess' Nurseries, Mountain View, N. J., reports an "oversupply of rain."

Nurserymen in the middle west report a fairly dry June but adequate moisture since then.

IRELAND'S NURSERY

J. F. Ireland, Prop.
P. O. Box 77 Phone 257
ONARGA, ILL.

SHEARED SPECIMEN EVERGREENS

Balled and Burlapped
Fall, 1952 — Spring, 1953

	10-rate	100-rate
	each	each
<i>Juniper Andorra</i> , 15 to 18 ins.	\$ 3.00	\$ 2.75
<i>Juniper Andorra</i> , 18 to 24 ins.	3.50	3.25
<i>Juniper Pfitzeriana</i> , 18 to 24 ins.	3.50	3.25
<i>Juniper Pfitzeriana</i> , 24 to 30 ins.	4.50	4.25
<i>Picea Moerheimii</i> , 2½ to 3 ft.	10.50	
2 to 3½ ft.	12.50	
3 to 4 ft.	15.00	
4 to 4½ ft.	20.00	
4½ to 5 ft.	25.00	
<i>Taxus Cuspidata</i> , spreading, 15 to 18 ins.	4.00	3.75
<i>Taxus Cuspidata</i> , 18 to 24 ins.	5.00	4.75
<i>Taxus Cuspidata Capitata</i> , upright, 2½ to 3 ft.	8.50	8.00
3 to 3½ ft.	11.00	10.00
4 to 4½ ft.	16.00	15.00
4½ to 5 ft.	21.00	20.00
<i>Taxus Cuspidata Densiformis</i> , spreading, 15 to 18 ins.	4.25	4.00
<i>Taxus Cuspidata Densiformis</i> , spreading, 18 to 24 ins.	5.25	5.00
<i>Taxus Media Hatfieldi</i> , upright, 18 to 18 ins.	4.00	3.75
18 to 24 ins.	5.00	4.75
2 to 2½ ft.	5.50	5.25
2½ to 3 ft.	6.50	6.00
<i>Taxus Media Hicksii</i> , upright, 15 to 18 ins.	4.00	3.75
<i>Taxus Media Hicksii</i> , upright, 18 to 24 ins.	4.75	4.50

Prices: F.O.B. Onarga, Ill. Write for special prices in carload lots.

V OFFICE and STORAGE located at Onarga, Ill.

(For a complete list of Fruits, Evergreens, Shrubs, Roses and lining-out stock, write for fall, 1952, catalog. Your inquiries will be greatly appreciated.)

Colorado Blue Spruce.

Clean root, xxx

	Each	10 rate	100 rate
100 rate			
9 to 12 ins.	\$ 0.35	18 to 24 ins.	\$ 3.75 \$ 3.50
12 to 15 ins.	.50	2½ to 3 ft.	4.75 4.50
15 to 18 ins.	.75	3 to 3½ ft.	6.00 5.75
		3½ to 4 ft.	7.50 7.25
		4 to 4½ ft.	9.00 8.75
		4½ to 5 ft.	11.00

None better—Inspection invited

Colorado Blue Spruce Shiners.

B&B Specimens

Each	Each
10 rate	100 rate

10 rate 100 rate

\$ 3.75 \$ 3.50

4.75 4.50

6.00 5.75

7.50 7.25

9.00 8.75

11.00

Jens Nursery & Landscape Co.

AT THE END OF SARATOGA STREET

Phone 1916

Wisconsin Rapids, Wis.

TAXUS and JUNIPERUS

Spreading and Upright

Finest Quality

Lining-out and B&B Stock

BROWN DEER NURSERIES

P. O. Box 1747

Milwaukee 1, Wis.

NORTHERN-GROWN STOCK

Evergreen Liners

Bleeding Hearts

Ornamental Shrubs

Fruit Trees

French Lilacs

Philadelphia Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES
ST. PAUL 6, MINNESOTA

HOBBS

Fall, 1952

C.L.W. Birch, Cornus Rubra,
Chinese Elm, Hopa and B.D.F.
Crab, Silver Maple, Prunus Cis-
tena, Redbud, Russian Olive,
Thurlow Willow.

Apple and Pear, 1 and 2-yr.

Montmorency Cherry, 1-yr., 18 to
24 ins., 5/16-in., 7/16-in.,
9/16-in., 11/16-in.

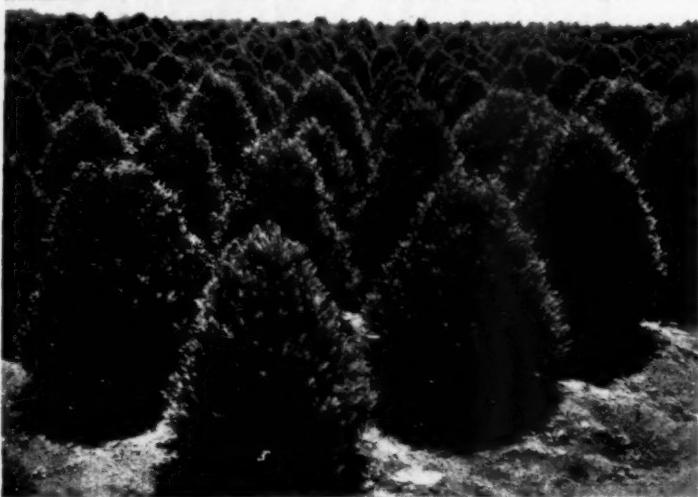
Montmorency Cherry, 2 and
3-yr., heavy, mostly 11/16-in.
up to 1 1/2 ins.

Evergreens & Shrubs

Oldest Nursery in Indiana
Established 1875

C. M. HOBBS & SONS, Inc.
BRIDGEPORT, IND.

Phone Indianapolis, Belmont 1812



**Taxus Capitata 30 to 36 ins. and
36 to 42 ins. planted in 3-ft. rows
and sheared a week ago. Tops will
form a little more to a point by fall.**

GARDNER'S NURSERIES, INC. June 1, 1952

WHOLESALE PRICE LIST

(Prices subject to change without notice)

This list cancels all previous quotations.

TSUGA CANADENSIS SPECIMENS

		10 rate	100 rate
2 to 3 ft.....	B & B.....	\$ 5.10	\$ 5.00
3 to 4 ft.....	B & B.....	6.10	6.00
4 to 5 ft.....	B & B.....	8.10	8.00
5 to 5½ ft.....	B & B.....	12.10	12.00
5½ to 6 ft.....	B & B.....	15.10	15.00

JUN. CHINENSIS PFITZERIANA (Pfitzer Juniper)

18 to 24 ins.....	B & B.....	3.60	3.50
24 to 30 ins.....	B & B.....	4.10	4.00

JUN. EXCELSA STRICTA (Greek Juniper)

18 to 24 ins.....	B & B.....	2.10	2.00
24 to 30 ins.....	B & B.....	2.60	2.50

MEYER'S JUNIPER

18 to 24 ins.....	B & B.....	3.60	3.50
-------------------	------------	------	------

THUJA OCCIDENTALIS PYRAMIDALIS

		10 rate	100 rate
2 to 3 ft.....	B & B.....	\$ 2.10	\$ 2.00
3 to 4 ft.....	B & B.....	2.60	2.50

THUJA, BLACK AMERICAN

2 to 3 ft.....	B & B.....	2.10	2.00
3 to 4 ft.....	B & B.....	2.60	2.50

THUJA OCCIDENTALIS (AMERICAN ARB.)

2 to 3 ft.....	B & B.....	2.10	2.00
3 to 4 ft.....	B & B.....	2.60	2.50
4 to 5 ft.....	B & B.....	3.60	3.50
5 to 6 ft.....	B & B.....	5.10	5.00

THUJA OCCIDENTALIS GLOBOSA

15 to 18 ins.....	B & B.....	2.10	2.00
18 to 24 ins.....	B & B.....	2.60	2.50
24 to 30 ins.....	B & B.....	3.10	3.00

Thuja Nigra — Black American Arborvitae 2 to 3 ft.



. and
rows
will
fall.

**Tsuga Canadensis 4 to 5 ft.,
5 to 5½ ft. and 5½ to 6 ft. Large
quantities available. Also 2 to 3 ft.
and 3 to 4 ft. in same quality stock.**



C. Price List Continued:

TAXUS CUSPIDATA CAPITATA (UPRIGHT YEW)

		10 rate	100 rate
24 to 30 ins.....	B & B.....	\$ 5.10	\$ 5.00
30 to 36 ins.....	B & B.....	6.10	6.00
36 to 42 ins.....	B & B.....	7.10	7.00
42 to 48 ins.....	B & B.....	10.10	10.00
48 to 54 ins.....	B & B.....	15.10	15.00

TAXUS CUSPIDATA (SPREADING YEW)

		10 rate	100 rate
18 to 24 ins.....	B & B.....	4.10	4.00
24 to 30 ins.....	B & B.....	5.10	5.00

RETINISPORA PLUMOSA (PLUMOSA)

		10 rate	100 rate
18 to 24 ins.....	B & B.....	2.10	2.00
24 to 30 ins.....	B & B.....	2.60	2.50

RHODODENDRON MAXIMUM

		10 rate	100 rate
15 to 18 ins.....	B & B.....	2.60	2.50
18 to 24 ins.....	B & B.....	3.60	3.50

CORNUS FLORIDA (WHITE DOGWOOD)

		10 rate	100 rate
4 to 5 ft.....	B & B.....	\$ 4.10	\$ 4.00
5 to 6 ft.....	B & B.....	6.10	6.00

ANDROMEDA JAPONICA

		10 rate	100 rate
15 to 18 ins.....	B & B.....	2.60	2.50
18 to 24 ins.....	B & B.....	3.10	3.00
24 to 30 ins.....	B & B.....	4.10	4.00

WEEPING WILLOW

		10 rate	100 rate
5 to 6 ft.....	B & B.....	4.10	4.00

BLUEBERRY

		10 rate	100 rate
Cabot. 2 to 3 ft.....		2.10	2.00
Rubel. 2 to 3 ft.....		2.10	2.00

All Evergreens B & B at List Prices

NO BOXING

DELIVERIES full truckload and carload only—or call for your own stock.

NOTICE! SPECIAL DISCOUNTS

A 2% cash discount will be allowed on orders up to \$1500.00.

A maximum of 5% cash discount will be allowed on orders amounting to \$1500.00 or over.

A maximum of 10% cash discount will be allowed on orders amounting to \$2500.00 or more.

These discounts will apply on all orders booked for Fall up until Dec. 31, 1952, and Spring, 1953, up until June 1.

No combination of Fall and Spring deliveries.

GARDNER'S NURSERIES, INC. ROCKY HILL, CONN.

Tel. Htfd. 9-2373

MEMBERS OF AMERICAN, NEW ENGLAND AND CONNECTICUT ASSOCIATIONS OF NURSERYMEN

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Hardy Northern Grown Stock at WHOLESALE



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PREPARING CUTTINGS

[Continued from page 13]

er in order to allow for 2-row cultivation. With narrow wheels on our Ford tractor we can cultivate the young material quite successfully and reduce hand hoeing to a minimum.

SHOULD A GROWER TELL?

A well-known nurseryman came to my office recently and took me to task for writing these articles. He said that before long every little grower with a patch of ground and a couple of frames would be propagating his own pink dogwood and his own flowering shrubs to the detriment and eventual elimination of large producers such as he. This question of spreading information is one upon which it is almost impossible to obtain unanimity. It was one of the fundamental points discussed at the plant propagators' meeting last November at Cleveland, and I have no doubt that it will be discussed with equal vigor again.

Guarding Trade Secrets

We all know how difficult it has been in the past for a young grower to obtain accurate information on plant production methods, especially in many instances from his fellow growers. There was a time in the early years of this century when European growers went to the most extraordinary lengths to guard their so-called trade secrets, and such men coming to this country undoubtedly brought this thinking with them. These attitudes die slowly, and in my opinion it is regrettable that much close-mouthed secrecy is still to be found among otherwise normal plantsmen. I feel most strongly that this policy is a stagnant one and directly against the best interests of our industry.

In this vast country, with the horticultural industry just beginning to develop, there should obviously be room for everyone, and I can see no possible reason for jealously guard-

PYRAMIDAL ARBORVITAE

Ready for planting this fall. We will dig during August, September and October at the following prices:

	Each
3 to 4 ft., B&B	\$3.50
4 to 5 ft., B&B	4.50

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NORTHERN-GROWN STOCK

	4-yr. Transplants	Per	Per
American Arborvitae.	100	1000	
12 to 15 ins.....	\$15.00	\$140.00	
10 to 12 ins.....	12.00	110.00	
8 to 10 ins.....	8.00	75.00	
Black Hills Spruce.			
8 to 10 ins.....	15.00	140.00	
6 to 8 ins.....	12.00	110.00	
4 to 6 ins.....	8.00	75.00	
Colo. Blue Spruce.			
8 to 10 ins.....	18.00	160.00	
6 to 8 ins.....	15.00	130.00	
4 to 6 ins.....	12.00	100.00	
Norway Spruce, Graded			
3/16-in. for understocks			
10 to 12 ins.....	10.00	85.00	
8 to 10 ins.....	8.00	75.00	
6 to 8 ins.....	6.00	55.00	
3-yr. Seedlings			
Black Hills Spruce.			
8 to 10 ins.....	6.00	50.00	
6 to 8 ins.....	4.50	40.00	
4 to 6 ins.....	3.50	30.00	
Scotch Pine (Riga).			
6 to 8 ins.....	3.50	30.00	
4 to 6 ins.....	3.00	25.00	
Douglas Fir.			
6 to 8 ins.....	3.50	30.00	
4 to 6 ins.....	3.00	25.00	
2-yr. Seedlings			
Mugho Pine (Tyrolian).			
2 to 4 ins.....	4.00	35.00	
Black Hills Spruce.			
2 to 4 ins.....	3.00	25.00	
Colo. Blue Spruce.			
2 to 4 ins.....	3.00	25.00	
Black Spruce.			
2 to 3 ins.....	3.00	25.00	
Norway Spruce.			
2 to 4 ins.....	2.50	20.00	
Scotch Pine (Riga).			
2 to 4 ins.....	2.50	18.00	
Juniper, Scopulorum.			
8 to 10 ins.....	1.00	35.00	
6 to 8 ins.....	0.80	30.00	
Red Cedar, Platte River.			
8 to 10 ins.....	3.00	25.00	
6 to 8 ins.....	2.50	18.00	

Write for prices on lots of 25,000 to 100,000 Platte River Cedar, 5000 and 10,000 other stock.
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SEPTEMBER SPECIALS

	Per 1000
Blue Arctic Willow	\$ 80.00
9 to 12 ins.....	95.00
12 to 15 ins.....	130.00
15 to 18 ins.....	250.00
Cotoneaster Acutifolia	380.00
18 to 24 ins., tpl.....	250.00
2 to 3 ft., tpl.....	380.00
Philadelphia Virginialis	380.00
2 to 3 ft., tpl.....	Send for our Peony List.

SUMMIT NURSERIES
STILLWATER, MINN.

ing some little bit of information which you think may be used by a competitor. How is the young grower to get ahead and to take your place when you are gone? Is he to be required to repeat your mistakes over and over again? If so, normal advancement is to be retarded and held back to a ridiculous extent. I believe that the young grower has reason to expect the fullest cooperation and help from his older brethren, so that when the time comes for him to take the reins he is well-able to do so. Moreover, he should in the course of events be able to take our sum total of knowledge a little further, and in that way we progress. I can see no argument moral, ethical or sheer hardheaded business, which can justify the attitude which some growers seem to take.

"But what about the grower who spends a lot of time and money in perfecting some new method or technique? Is he not entitled to some return for his efforts?"—I can hear you say. Yes, of course he is. But there should surely be a limit to it. Even the patent laws set a limit of so many years on inventions which are more valuable to the nation than anything we can hope to produce.

A Personal Example

Let me quote a personal example. We have been working for four years on rooting rhododendron cuttings. We believe we have achieved a certain amount of success. We have run additional tests the past season on difficult red-flowering varieties. We have plans in hand for more tests the coming season which we believe will lead us to the large-scale production of these difficult varieties from their own roots. Two years from now, we should have good blocks of stock plants. We should have perfected the technique, and I believe we shall be in full-scale production. We shall be two, three or possibly four years ahead of any of our competitors, and I think it is then right for us to publicize what little we know. I believe that that lead of a few years and good salable stocks is all that we have a right to expect, from the effort we put forward. We have no right to sit upon the little bit of knowledge we have acquired and peck at anyone who comes near like a broody hen. This, at least, is my way of looking at things. I know that many will disagree with me. It is obviously up to the individual to settle these problems in his own mind.

RICHARD TREANNIE, former employee of Milton Nurseries, Milton, Ore., has joined the air corps.

EVERGREENS

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Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Hetzi Glauca
Juniperus Pfitzeriana Compacta
Juniperus Pfitzeriana Nana
Juniperus Pfitzeriana Virginiana
Juniperus Sabina
Juniperus Sabina Vonehron
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Euonymus Patens
Ilex Bullata
Ilex Burfordi
Ilex Cornuta Femina
Ilex Opaca East Palatka
Ilex Rotundifolia
Ilex Vomitoria
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- Labor Saver—takes 25 to 40 per cent less time to disbud.
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AMERICAN NURSERYMAN

WEST VIRGINIA MEETS

[Continued from page 10]

speaker's opinion, nurserymen are selling an item the customer wants and are fortunate that their customers come to buy what they like to grow. There are no more pleasant sales relationships in any industry than this one, he told the group.

Refers to American Nurseryman

The next speaker on the panel, Ernest Zimmerman, Lavalette Landscape Nursery, Huntington, further elaborated on the organization of sales displays and recommended that members consult their back issues of the American Nurseryman containing all the articles published in connection with the sales display grounds contest conducted by the magazine. This speaker, in his summary of these articles, commented on such phases of the problem as evening lights, theme for the display, the problem of supplies and delivery, customer conveniences in parking, toilets, shade, rest benches or seats, etc. He further pointed out that use of cement blocks was going out of style and suggested a nonarchitectural approach for the layout.

Mr. Zimmerman's partner, William Springer, the next speaker, stated that plants could be used in the display to show what they would be like and could be expected to do at maturity. Hedge type plants, he said, may be used to divide the area, and specimen plants may be used to create a landscape effect in the display. He pointed out that members of his firm were using their homes as places to display their plants. This speaker further warned his listeners to consider carefully just how far to go in adding sales items.

Sales and Convenience

The sales display should be organized to speed sales and for the convenience of the customer, pointed out the next speaker, Glenn Trojanek, Conner & Amos, Charleston. This speaker suggested arranging plants in related groups so that, when discussing plants for a shaded area, for example, it will not be necessary to run over the entire area to see the plants suggested as suitable for use under such conditions. Walks, he said, should be built to facilitate the movement of women in high heels about the area. He further emphasized, as former speakers had done, the need to consider the ease in which the area can be stocked with plants and delivered to the customer. This, he said, was important.

In the general discussion following

- HARDY DECIDUOUS FLOWERING SHRUBS
- NUT TREES
- FOREST and SHADE TREES
- VINES and CREEPERS
- CONIFEROUS EVERGREENS
- BROAD-LEAVED EVERGREENS

See our Wholesale Price List in the August 15, 1952, issue of American Nurseryman, pages 14 through 18, for the above items.

FOREST NURSERY CO., Inc.
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CHINESE CHESTNUT TREES in all popular sizes for retail sales. Lining-out stock in 1 and 2-year-old, from 6 to 24-inch.

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SELLING OUT. Specimens 20 x 16 ins. and up; also very large specimens. No smaller stock left. Special discounts on carload or truckload orders. Prices on request. Inspection invited.
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**Broad-leaved
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CHINESE CHESTNUT
Seedlings — Liners — Transplants
of
HIGHEST QUALITY
Write us for prices and information
NOW!
THE ENTERPRISE NURSERY
Looneyville, West Virginia

the panel presentation, the question of the time to be given a customer was further discussed. It was pointed out that a nurseryman should not lose sight of the fact that he wants the customer to return and that perhaps some time should be taken to educate the customer in the care of plants purchased. The use of printed literature was suggested as a means of expediting this phase of customer relations.

The picnic was held at Larkmead Gardens, Parkersburg, with Mr. and Mrs. Marvin Barnes, Mr. and Mrs. Dewey Barnes and Mr. and Mrs. Glenn Lockhart as hosts and hostesses. The picnic lunch was served by the ladies of a local Methodist church, and a local quartet, "The Sunbeamers," entertained with appropriate songs. The Lockharts added to the enjoyment of the evening by showing movies made on their recent trip to the west. Preceding the meal, Marvin Barnes demonstrated a portable power mower and conducted a tour of the nursery.

Business Meeting

At the business meeting, resolutions were passed thanking Prof. Ray S. Marsh and others on the staff at West Virginia University for their help at past meetings and their general interest in the association's development; expressing a desire to see the magazine of the association, *Nursery Views*, continued and thanking the former editors, Fred J. Nisbet and Ray S. Marsh, for the first year's issues, and expressing the thanks of the members to all the local people for the pleasures of the present meeting and to Curtis Porterfield for appearing. A motion was passed asking Carlton Lees, instructor and assistant horticulturist, West Virginia University, to assume editorship of *Nursery Views*.

At a luncheon meeting, members of the West Virginia chapter of the A. A. N. elected Atlee Conner, Conner & Amos, Charleston, delegate, and Hans Dieckmann, John Dieckmann & Sons, Elm Grove, as alternate to the A. A. N. Hans Dieckmann was also elected secretary of the chapter.

In a continuation of general business, Clarksburg was selected as the site of the winter meeting, a policy was adopted for sending flowers to the families of members in cases of death, a new letterhead for the association's stationery was discussed and it was decided to pay the membership dues of the secretary in the nursery association secretaries' organization.

CRIMSON KING Maple

Plant Patent No. 735

A beautiful form of Schwedler Maple originated in France. Retains its brilliant crimson color all through the season.

4 to 5 ft., Whips	\$1.25 each
5 to 6 ft., Whips	1.50 each
6 to 7 ft., Whips	2.00 each

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GULF STREAM NURSERY, INC.

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Ornamental Shrubs and Trees

Quality Liners

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Pink-flowering Dogwood	Evergreens	Hedge Plants
Flowering Shrubs		
Shade Trees and Vines		
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We Offer OUR USUAL SUPPLY OF NURSERY STOCK

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June Bud Peach
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All-America Rose Selections and Favorite Standard Varieties.

Quality stock, uniform grades, carefully packed. ARP is one of Texas' oldest and largest rose growers. Thirty years' service to rail spur and unexcelled refrigeration—1200 acres nursery stock, preparation and storage—dependable, personal, wholesale service.

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We are selling this season approximately 10,000 nice 2-yr. trees, well-started, that will give you immediate results if planted—or a nice profit if sold. These are well-proportioned, shapely trees that have been properly pruned and cared for.

Per 10	Per 100
12 to 18 ins., branched.	\$1.50 \$12.00
18 to 24 ins., branched.	3.00 25.00
2 to 3 ft., branched...	5.00 45.00

Also a limited quantity of TRUE *Cornus Florida Rubra* quoted in our complete wholesale list, which will be mailed at your request.

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Collector of past due notes and accounts any place in the United States and foreign countries—Rates as below:

18 per cent on first \$300.00.
15 per cent on next \$200.00.
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Minimum Commission, \$20.00, except on claims \$18.00 or less, 50 per cent.

Where suit is necessary a minimum suit fee of \$7.50 is added, but in no case is the fee more than 50 per cent.

NO COLLECTION—NO CHARGE
Freight bills not over two years old checked for 25 cent amount found. Nothing found, no charge. It takes just three cents to mail your claims. We do the work and furnish postage.

AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.

NORTH CAROLINA-VIRGINIA

[Continued from page 11]

Dr. C. H. Brannon, North Carolina state entomologist, reported on Japanese and white-fringed beetle quarantine and regulations in his state. H. J. Neale, landscape engineer, department of highways, Richmond, Va., spoke on plants useful for highway planting. Nurserymen were urged to grow and be prepared to supply native plant material at prices which would enable a highway department to buy it, even though such material may not prove so profitable as some other types. Mr. Neale reminded his audience that in selecting highway planting material consideration must be given to wires, obstruction of views and maintenance.

Using Aluminum in the Nursery

"Putting Aluminum to Work in the Nursery and on the Farm" was presented by F. L. McGiffin, representing Atlantic Aluminum Co., Waynesboro, Va. Mr. McGiffin's talk was illustrated with a film furnished by Reynolds Metals.

"Handling Roses" was presented by Durwood Speigh, Tyler, Tex. Cold storage was cited as the only safe method for storing roses.

After adjourning at Chapel Hill, the group, on an invitation extended by North State Nursery, moved over to Julian, N. C., where the Gilmore served the delicious barbecue for which that part of the state is famous. Music was furnished by a local orchestra. H. A. Cooley, representative in Congress from North Carolina, addressed the group, which was augmented by other invited guests. Nurserymen from North Carolina and Virginia are indebted to the Gilmore for their contribution and the generous hospitality shown. F. J. LeClair, largely responsible for the well-kept university campus, was chairman for the meeting. Mr. LeClair not only established a record by writing some 400 convention invitations in longhand, but left nothing undone pertaining to the program and the comfort of those in attendance.

JACK McGINNIS, a recent graduate of the National Landscape Institute, Los Angeles, Calif., has opened the Town 'N' Country Landscaping Service, with two offices, one at Brockway, Pa., and the other at Du Bois, Pa.

SOLE OWNER of the J. H. Shepard Nursery, Carpinteria, Calif., is now Frank N. Thayer, for three years Mr. Shepard's partner.

EVERGREENS AND FLOWERING SHRUBS

Tsuga Canadensis and Ilex Opaca

Per 10	Per 100	Per 1000
6 to 8 ins., 2-yr., T.	\$1.50 \$12.00	\$100.00
8 to 12 ins., 2-yr., T.	2.50 18.00	175.00
12 to 15 ins., 2-yr., T.	3.50 30.00	300.00

Hydrangea Paniculata

Grandiflora	.90	8.00	75.00
12 to 18 ins., 1-yr., C.	1.00	9.00	85.00

Spiraea Vanhouttei

6 to 12 ins., 1-yr., C.	.60	4.50	35.00
12 to 18 ins., 1-yr., C.	1.00	7.50	60.00

Cornus Florida

2 to 3 ft., 2-yr., well br.	4.00	35.00
3 to 4 ft., 2-yr., well br.	6.50	60.00

Tilia Americana

3 to 4 ft., T.	5.00	40.00
5 to 6 ft., T.	8.00	75.00

NATIVE EVERGREENS

Rhododendron Maximum,
Kalmia Latifolia, Ilex Opaca,

Tsuga Canadensis,	Per 100 Per 1000
3 to 6 ins., S.	\$2.50 \$20.00
6 to 9 ins., S.	3.50 30.00
9 to 12 ins., S.	5.50 50.00
12 to 18 ins., S.	7.00 65.00

Samples on request. Terms: Cash with order, please.

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1, 2 and 3-yr.-old.

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Broad-leaved Evergreens

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CHINESE CHESTNUT TREES

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Acer Saccharum. Sugar Maple seed of 1952 crop at 75¢ per pound in 10-pound lots and up. Let us book your orders now for fall delivery.

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PEACH ROOTSTOCKS

[Continued from page 10.]

lem and seeds of the Shalil and Yunnan strains are used, the seeds of Lovell are practically standard in producing stocks for budding.

There are many nurserymen, however, who still think that the Natural pits produced seedlings of greater vigor and subsequently better budlings and larger 2-year trees at digging time. They use Lovell because it is both readily available and standard as to size and viability.

It has been observed over many years that every now and then a lot of Natural seeds would produce an occasional seedling with red leaves. Such an instance occurred some years ago with some Natural seeds planted by the Ackerman Nurseries, Bridgman, Mich. Robert Ackerman, Sr., observed that the red seedlings retained their deep red color throughout the summer and well into the fall, and he proceeded to bud some of the seedlings for ornamental purposes. He also planted a number of these red trees in a small orchard to provide both budwood and seeds for future propagations.

Comparison of Seeds

In the fall of 1947 representative lots of seeds of both Lovell and Ackerman Redleaf were secured, stratified over winter and planted in the same row on the same day in the early spring of 1948 in the horticulture section of the farm of Michigan State College, at East Lansing. Clean cultivation was practiced throughout the season. It was observed from the start that the Ackerman Redleafs were growing faster than the Lovell seedlings. They not only were taller, but had a greater spread of side branches. The height and caliber of 48 trees of each type were measured after frost, November 9, 1948. The mean diameter was practically the same, 6.3 mm. for Redleaf and 6.4 mm. for Lovell. In height, however, Redleaf was quite superior, with a mean height of 67.7 cm. and Lovell with 58.1 cm., a difference of nearly 10 cm. during the first growing season.

During this same year of 1948 the survival of a number of different varieties all budded on Lovell rootstocks was noted at the Ackerman Nurseries. The results are shown in table 1, on the next page.

The differences in survival, as determined by the number of trees which showed satisfactory varietal shoot growth the following season cannot be attributed to varietal differences alone. The condition of the

Imported Holland Bulbs

	PER 1000	PER 1000
	Top Size	Top Size
	12 to 13 cm.	12 to 13 cm.
DARWIN TULIPS.	and up	and up
Albright, dark red.....	\$34.00	\$48.00
Bartigon, light red.....	34.00	48.00
Bleu Aimable, blue.....	36.00	48.00
Carrara, white.....	36.00	48.00
Clara Butt, pink.....	36.00	48.00
Golden Harvest, yellow.....	34.00	42.00
La Tulipe Noire, black.....	36.00	55.00
Philip Snowden, light pink.....	35.00	38.00
Pride of Haarlem, red.....	34.00	44.00
Princess Elizabeth, rose-pink.....	35.00	50.00
Prunus, deep pink.....	36.00	50.00
Rose Copland, orchid.....	36.00	28.00
Wallstreet, light yellow.....	36.00	DAFFODILS, DOUBLE-NOSED.
Wm. Pitt, red.....	36.00	King Alfred.....
Zwanenburg, white.....	42.00	Mrs. E. M. Krelage.....
Mixed, all colors.....	32.00	Mixed.....
HYACINTHS , bedding size in colors	90.00	75.00
		85.00
		40.00

Any variety of bulbs not listed can be furnished upon request.
Terms of sale: Prices quoted are F.O.B. Ridgewood, N. J. Packing and insurance free.
100 lots at 1000 rate. Please request complete competitive price list.

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IMPORTED FALL BULBS**TULIPS—HYACINTHS—NARCISSI—CROCUS, etc.****OUR VALUE is OBVIOUS**

Our bulbs have better sales appeal because they are picked from the finest, cleanest, selected sandgrown stocks our Holland growers offer and are graded in accordance with the Dutch Bulb Exporters' Association specifications.

TULIPS**First Size, 11 to 12 cm. Top Size, 12 to 13 cm. and up**

In Fall we can fill additional needs from stock.

THERE IS ONLY ONE PROOF—

Place your Holland bulb requirements with us to get THE BEST in quality and price—Mail us your Want List NOW.

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NEAL BULB CO.

(Neal Diepeveen)

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Table I. Survival of different peach varieties budded on Lovell seedlings in 1948.

Variety	Number budded	Number survived	Per cent survival
Ackerman Redleaf	28,479	23,950	84.1
Redhaven	1645	1380	83.9
Ambergem	5870	4575	77.9
Red Elberta	1685	1225	72.7
Perfect Hale	5655	3625	64.1
Rochester	2380	1500	63.0
Halehaven	20,005	12,470	62.3
Golden Elberta	5115	3020	59.0
Elberta	8845	4715	53.3
Kalhaven	3385	1625	48.0
J. H. Hale	3825	1440	37.6
Early Profit	3570	1300	36.4
Sullivan's Elberta	4230	1490	35.2
Kalhaven	2060	700	34.0
Golden Jubilee	3575	930	26.0

budwood when taken, the method of handling, the time elapsed from cutting budwood to budding, the skill of the budder and the tyer, the season of the year and various other factors may contribute to the success or failure of any specific variety. These figures are shown on the experience of these varieties for one year only.

The high degree of successful "take" for the Redleaf variety on Lovell rootstock as contrasted with the lower survival of green-leaved varieties may not be caused so much by an inherent factor as by more efficient sprouting the spring after budding. Removal of the buds and sprouts from the rootstocks is a rather painstaking operation, and careless and indifferent workmen often knock off the varietal, or "tame," buds as well as those of the rootstock, known as "wild" buds. When the rootstock and the variety bear shoots of different colors it is much easier for an inexperienced person to do a good job of sprouting.

Determining Loss

In order to determine the loss that may be expected from poor sprouting, 100 consecutive stumps budded to a green-leaved variety which had failed to grow were clipped and the bud shields examined. In 29 cases the bud shield was tight and alive, but a scar showed where the varietal bud had been knocked off during the sprouting operation.

On the basis of 1,000 trees, a 55 per cent stand yields 550 trees. If 29 per cent of the 450 dead trees can be attributed to careless sprouting, the number of trees which could be saved is 130, which, added to 550, equals 680 trees, or a 68 per cent stand. Careful sprouting would thus increase the yield by 13 per cent. Perhaps using the red-leaved seedlings as rootstocks would improve the survival by at least 10 per cent,

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which is quite an item in these days of high production costs.

In the fall of 1947 a row of Redleaf pits was planted next to a row of Lovell pits. Both rows were budded to Elberta in 1948. In the fall of 1949 100 trees were measured from each row, taken side by side under identical growing conditions. The differences are shown in table 2.

Caliper in inches	On Lovell	On Redleaf
3/4 to 1	22	39
1 1/2 to 3/4	38	42
1 1/2 to 1 1/4	25	11
1 1/4 to 1 1/2	14	6
1 1/2 to 1 1/2	1	2
Total	100	100

Table 2. Per cent of 2-year Elberta peach trees in various-size classes after budding on Lovell and on Redleaf rootstock.

Eighty-one per cent of the Elberta trees on Redleaf ranged 11/16-inch or better, while only 60 per cent of those on Lovell came within these classes. The differences in height were just as outstanding; 69 of those on Redleaf were taller than four and one-half feet, while only 53 per cent of those on Lovell were of this size. Incidentally, the survival stand on Redleaf was 84 per cent and only 63 per cent on Lovell. The 21 per cent difference in survival was due in part to the inability of the workmen to distinguish between the green sprouts of Lovell and of Elberta, but they had no difficulty in determining the green varietal shoot from the red-leaved sprouts. The greater vigor of the Redleaf stock may also have contributed to the higher survival stand.

It is often thought that diversity in survival may be due to variations in the skill and carefulness of different budders. Records of survival by a number of budders are shown in table 3.

Budder	Redleaf	Perfect	J.H.	Hale-	Hale	haven	Elberta
A	84.1	65.0	26.9	46.8	31.7		
B	84.4	48.3	22.8	67.0	...		
C	84.0	49.0	28.2	50.5	35.0		
D	83.8	71.9	29.8	68.3	30.8		
E	...	...	...	...	49.1		

Table 3. Per cent survival of various varieties of peaches according to the individual who performed the budding operation.

Apparently little differences occur in the "take" of experienced budders when the operation is performed under favorable conditions and loss in sprouting is not a factor. The budders each have a fairly consistent per cent of survival within each variety.

In addition to the proved vigor and exceptional growth of this red-leaved strain, it has been found to breed 100 per cent true to color from seeds.

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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary

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CALIFORNIA CONVENTION

California's famed vacation resort—Catalina island—is preparing a unique welcome for the nurserymen who are planning to gather at this site for the annual convention of the California Association of Nurserymen, September 16 to 18.

Advance reservations indicate the largest attendance in the history of the association. The lure of this "out-of-this-world" vacation spot, plus the outstanding program planned by the host chapters of southern California, have stimulated the interest of the industry.

This island, 22 miles off the coast of southern California, offers so many varied activities and sight-seeing possibilities, that a nearly full week of enjoyment is assured for those attending.

Many weeks of careful planning by the general convention committee under the leadership of Chairman F. C. "Tommy" Tomlinson, Select Nurseries, Whittier, have resulted in a balanced program of fun and business for the entire family. According to Reservation Chairman Robert E. Weidner, Buena Park Greenhouses, Buena Park, more family groups are requesting accommodations than ever before.

Although the convention is scheduled for three days, beginning officially on Tuesday, the entire week will be one of intense activity. Since the island must be reached either by water or air on limited schedules in effect after the main vacation season ends on Labor day, it is necessary to reach the island one day in advance of any planned meeting.

Program and Entertainment Chairman Dave Cunningham, Descanso Distributors, Chino, has instructed all those planning attendance, to board the boat in a group on Monday, September 15, at 10 a. m., for the trip across the channel. Special entertainment en route has been arranged by Ernie Bordier, Bordier's Nursery, Covina, including the presentation of a lei to each guest in keeping with the convention's Hawaiian theme.

Catalina offers the guests a variety of attractions for off hours. Fishing off the shores of the island is conceded to be the best in southern California waters. Numerous boat trips

are available, including the glass-bottom boat excursion. Long sightseeing motor coach trips around the town of Avalon or the island itself, an outstanding bird farm, horseback rides, hiking or bicycling, golf, tennis and swimming are some of the activities close at hand.

Registration at the headquarters in the Hotel St. Catherine will begin Monday afternoon and continue through Tuesday morning, before the first business sessions begins at 10 a. m. The casino will be the scene of convention meetings.

After a welcoming address by the mayor of Avalon, reports will be given by State President Herman Sandkuhle, Sunset Nursery, Oakland, and Executive Secretary Elmer Merz. Two speakers follow, Dr. Vernon T.

Stoutemyer, of U.C.L.A., who will discuss "Promising New Plant Introductions," and Claude Chidamian, of the University of Southern California, speaking on "The Catalog I Have Never Received."

Manchester Boddy, publisher of the Los Angeles Daily News, will give the address at the keynote luncheon at 1 p. m., and the rest of the afternoon will be spent in special meetings for the retail, wholesale, bedding plant and landscape groups. A cocktail hour and dancing will conclude the day.

Wednesday is the traditional play day. Fishing, horseshoe pitching and golf tournaments fill the morning hours leading up to the annual north-south baseball game at 2 p. m. for the huge Neal McLean trophy. Promptly at 6 p. m., guests will be seated in the casino to a genuine Hawaiian luau, with barbecued goat, boar, beef and all the trimmings arranged by Pressley Neville Jones. A first-run movie preview is scheduled for 9 p. m. in the casino theater.

American Association of Nurserymen members will meet for break-

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fast Thursday morning at the country club, with Peter J. Cascio and Richard P. White, president and secretary respectively of the A. A. N., in attendance. More business meetings for the state association follow, with Channing Jones, California Spray Chemical Corp.; Mr. Cascio, and Mr. White as speakers. Committee and directors' reports will be given at this session. Rear Admiral Leslie E. Gehres, U.S.N. (ret.), will address the convention luncheon at 1 p. m.

Concluding the festivities will be the president's banquet and ball at the casino with Max Reed and the Royal Islanders furnishing the music. Two hula girls and the famous knife and drum dancer, Prince Sattini, will entertain with their specialty acts.

Returning to the mainland on the Friday afternoon boat, September 19, the nurserymen have been invited to spend Saturday at the Los Angeles county fair, at Pomona. The management of the fair has designated Saturday as "Nurserymen's day," with the feature horse race listed as the "Nurserymen's Handicap." Association officials will present the winning horse with a blanket of roses.

As the final event of "Nurserymen's week," Descanso Distributors have scheduled a barbecue for the nurserymen and guests at the firm's new growing grounds at Chino.

E. McN.

REDWOOD EMPIRE MEETING

President Herman Sandkuhle, of the California Association of Nurserymen, asked members of the Redwood Empire chapter to sponsor the 1953 state convention when he appeared at the chapter's July meeting, held at Santa Rosa. Harold Prickett, Prickett's Valley View Nursery, Santa Rosa, reported that some progress had been made in the selection of a convention city. He said he was considering Santa Rosa as a possible location. President Sandkuhle also informed members that the paid state membership consists of 747 members.

A committee to study facilities available and meet with the Santa Rosa chamber of commerce regarding the 1953 state convention was formed; on it are Harold Prickett, chairman; Joe Badger, Redwood Empire Nursery, Santa Rosa; Clyde Von Grafen, and P. T. Peterson, Kenwood Nursery, Kenwood.

Other committees appointed were: Picnic, Ernest Munson, chairman; Jack Alverado, and Mrs. Hugh Wallace, Birchlane Gardens, San Rafael; Sonoma flower show (which met after the show to get ideas for



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the 1953 show), Wally Leiser, Mann's Nursery, Petaluma, and James Gaddis, Gaddis Nursery, Santa Rosa, and advertising, James Gaddis and Mr. Clark.

Henry Martin, Martin's Nursery, Sebastopol, then introduced Harold Moore, instructor at Santa Rosa Junior College, who presented some slides and an interesting talk about gardens in the Santa Rosa area.

Hugh Wallace, Sec'y.

SAN MATEO FLORAL SHOW

Bay area nurserymen spared themselves no effort to make the 18th San Mateo county floral fiesta, held at San Mateo, Calif., August 8 to 16, a first-class exhibition.

Christensen Nursery Co., Belmont, took top awards in the show with two elaborate displays. Designed by Douglas Baylis, San Francisco landscape architect, the first part of the exhibit included a play area for children, furnished with a sand pile and swings, and a shaded work area for adults. The second section of the display was an outdoor lounging spot, comfortably furnished with seats both in the sun and in the shade and a card table. This was planted with conventional northern California materials. Separated from this by a dense shrub hedge was an outdoor dining room decorated with specimen plants, mostly fuchsias, in pots, beds and boxes. A fully set table was centered in the room.

Peters & Wilson Nursery, Millbrae, displayed a well-planned home garden which appeared remarkably cozy and easy to maintain. The Orchard Nurseries, from across the bay, showed a ranch-type home side entrance leading to a garden of annuals and perennials. Gordon Cortwright, East Bay Nurseries, Berkeley, displayed shade-loving plants in a garden shaded by large redwood trees. A novelty of his exhibit was tree fuchsias in full bloom.

Other commercial nurseries exhibiting were the Novelty Plant Nursery, Redwood City, with a display of rock and cactus plants; Lyle Nickals, San Leandro, who showed a waterfall emptying into a mass of several kinds of shade lovers, and Don Coates Nursery, Hayward, which displayed a formal garden with masses of streptocarpus as its main attraction.

The leading educational exhibit was prepared jointly by the Peninsula chapter of the California Association of Nurserymen and Sunset Magazine. This included exotics, California natives not well-known to

local homeowners, semitropicals and conventional home garden plants. The careful specification on each plant of its name, use, time of flower, hardiness and shade preference gave visitors an opportunity to catalog their preferred type. The Peninsula Rose Society had a display of roses in full bloom, which were similarly labeled.

CALIFORNIA NOTES

San Francisco is making plans for a floral fiesta. It will be the first of its kind in 30 years and will be held at the Civic Auditorium November 22 to 29. It is being sponsored for the benefit of the San Francisco area Boy Scouts. There will be about 600,000 square feet of commercial exhibits developed in typical flower show style, and there will be classes for amateurs and professionals as well as space for trade exhibits. Roger E. Montgomery, who has been appointed managing director, has had experience in managing cultural, civic and industrial exhibits since about 1920. Julius L. Girod, superintendent of Golden Gate park, will head an advisory committee of floriculture and nurseryman leaders who will assist in the management of the fiesta.

The smaller European elm bark beetle, which is the carrier for the Dutch elm disease, has been found for a second time in California. There are many elms in the state but so far no evidence of the disease. However, with the carrier having been found, the nursery inspection service is being alerted to watch all imported elms more carefully.

L. O. Haupt, of Hanford, was elected president of the State Association of Agricultural Commissioners at their recent convention. Max Leonard, of San Mateo county, is secretary of the group.

Don Coates, Coates Nursery, Hayward, was in charge of the amateur floral exhibits at the fourth annual farm, home and industry fair at Hayward.

W. B. B.

JOHN A. ARMSTRONG, JR., representing the third generation in the Armstrong Nursery Co., Ontario, Calif., was married June 28 to Mary Maren Hansen, at Claremont, Calif. The bride's name was incorrectly spelled Marian in the August 1 issue of the American Nurseryman, after she attended the convention of the American Association of Nurserymen with her husband. The couple is now at home at 715 West J street, Ontario.

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GARDEN SPOT NURSERY, which opened recently at Larkspur, Calif., is owned by Dick Terril, Charles Kendall, Arnold Schultz and John Barger.

J. S. Wells

AGRICULTURAL YEARBOOK

To aid farmers and city dwellers alike, the United States Department of Agriculture has published the 1952 yearbook of agriculture, a 952-page volume, entitled "Insects." An outstanding feature of this year's publication is a section of 72 color plates showing the important insects of the United States. The drawings depict the life stages of the insects and the damage they do. Opposite the drawings are descriptions and control recommendations. In addition, identification of the insects is aided by eight black and white photographs and more than 200 line drawings.

The book includes a chapter on "Insects as Helpers," dealing with pollination by honeybees and other insects and bee breeding. Another chapter discusses the destructive species, those that transmit diseases as well as those that destroy crops and livestock by direct feeding. There are several chapters on the value of insecticides and fumigants, cautions that must be observed in their use and the techniques of their application. A section of the book is devoted to other methods of control—the use of parasites, radiant energy, resistant crops and diseases that affect the insects themselves.

The book, which is on sale for \$2.50 by the office of the superintendent of documents, government printing office, Washington, D. C., is one of a yearly series that began in 1936 and has dealt with a variety of agricultural topics. Requests for the volume should not be made to the Department of Agriculture.

POROUS SIDEWALKS

It is common knowledge that many city trees surrounded with concrete sidewalks or paving do not live long, because of the insufficient moisture which they receive. In the hopes of preserving both the trees and the sidewalks, a new type of porous asphalt surfacing, heavy enough to withstand foot traffic, is being tried at Providence, R. I.

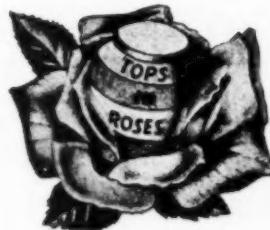
The new surfacing material permits fully 80 per cent of rainfall to percolate down to the tree roots. Tests show that 500 c.c. of water will go through a 5-inch ring in 8.5 seconds—the equivalent of a 15-inch rainfall.

When a hose was turned on the porous sidewalks, every drop of water was absorbed as fast as it streamed onto the surface, which was dished slightly around the trees it surrounded.



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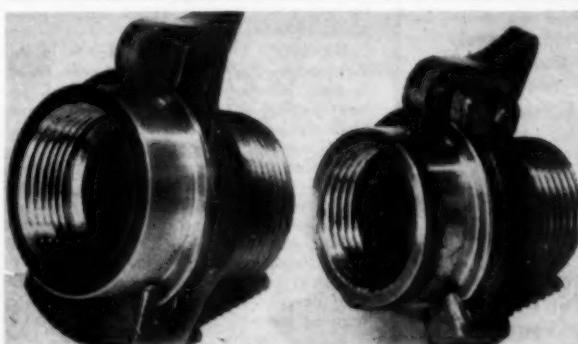


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CALIF.

Swim, Ontario, Calif., assignor to Armstrong Nurseries, Inc., Ontario, Calif. A new and distinct variety of rose plant of the hybrid tea class, characterized as to novelty by its long-pointed to urn-shaped buds, by the multicolored coloring of its buds and open flowers, by the long-lasting quality of the buds when cut from the plant, by the formal open flowers resulting from the regular placement of the petals in an imbricated arrangement, by the double form of the flowers and the pointed tips of the petals thereof and by the abundance of its relatively flat, medium to large foliage of glossy appearance.

No. 1104. Rose plant. John A. Armstrong, Ontario, Calif., assignor to Armstrong Nurseries, Inc., Ontario, Calif. A new and distinct variety of rose plant of the hybrid class, characterized by being substantially identical with its parent, Taffeta, but essentially distinguished therefrom by its climbing habit of growth, by its habit of producing many more flowers in the spring than can usually be found at any one time on the bush parent and by its intermittent flowering habit during the remainder of the growing season.

No. 1105. Rose plant. Edward Marsh, Pasadena, Calif. A new and distinct variety of rose plant, characterized as to novelty by the compactness of its foliage wherein the leaves have a deep green color and in new growth have red tips; by the production of flowers, which, upon the breaking of the calyx, show for the first day petals of sulphur yellow tinged with pink, opening to shades of tangerine and copper orange, on the second day have upper halves of salmon pink, with lower halves remaining yellow and, on the third day, have their upper halves copper red and their lower halves a pale yellow, and by having an average height of about two feet, whereby the plant is particularly adaptable to use as a border or hedge plant.

No. 1106. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark. A new and distinct variety of chrysanthemum plant of the decorative type, characterized as to novelty by its hardiness, by its large decorative-type flowers of pale flesh color and overcast with maize yellow in general tonality, by the shaggy effect of the flowers resulting from the twisting of each of the long, thin petals, by the long-lasting quality of its flowers and by its freedom of bloom.

No. 1107. Camellia plant. Carlisle N. Hastie, Jr., Charleston, S. C. A new and distinct variety of plant of the species *Camellia japonica* of the Troubadour type, characterized by its tall, open growth; its slender twigs; prolific flowering habit; its dark green lanceolate leaves; the distinctive semidouble form and coloring of its flowers; their wavy generally creped petals, and the lasting quality of the cut flowers.

No. 1108. *Syringa vulgaris* plant. Gerrit Maarse, Aalsmeer, Netherlands, assignor to Jan Spek, Boskoop, Netherlands. A new and distinct variety of *Syringa vulgaris* plant, characterized particularly by the yellow coloring of the individual florets and inflorescence.

CORCORAN'S NURSERY, Corcoran, Calif., was opened by owners Manny Herzog and Lou Thornburgh.

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306 S. E. 12th AVENUE

Avery H. Steinmetz
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- Atomizes water with aid of water pressure alone.
- Produces fine mist that generates oxygen from the air.
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—Norway (3 to 4 ft. and 4 to 5 ft. wh.)
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Our combination carlots to eastern distributing points save transportation cost.



We pay shipping costs on lining-out stock to all points in the United States, Canada and Alaska. No packing charge is made on either lining-out or balled stock.

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10. Selection of Plants for Landscape Use
11. Foundation and Border Plants
12. Foundation Planting Problems
13. Vegetable Gardening
14. The Rose—Garden Culture
15. Propagation of Plants by Cuttings
16. How to Make Drawings that Secure Jobs
17. How to Grade, Drain and Shape the Grounds
18. Lawns—Installation—Maintenance
19. Walks, Roads and Pavements
20. Use of Garden Features and How to Build Them
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VETERAN

NONVETERAN

SOUTHERN MEETING

[Continued from page 9]

The next action was to consider the changes in the bylaws as presented on the previous day. The proposal to require that a candidate for the presidency of the association must have at least two years' experience on the executive committee was adopted. A change in the bylaws was made which will provide that a special meeting of the association can be called upon the written request of 25 of the active members. This provision had previously stated that a special meeting could be called at the request of 10 per cent of the membership. The dues of both active and affiliate members were increased from \$5 to \$10 per year. A motion to authorize the executive committee to continue its efforts to incorporate the association was also passed.

Talk on Nematodes

The Tuesday morning session featured an address by Dr. Vernon Perry, nematologist for the United States Department of Agriculture, Sanford, Fla., on the subject of nematodes affecting ornamentals in the south. Dr. Perry emphatically pointed out that there are many different species of nematodes, not simply the one forming root knots which everyone knows. The injury from nematodes, he said, results from a glandular secretion of the nematode which either causes galls or lesions or else provides a point of entrance for fungi and bacteria. Dr. Perry stressed the fact that there is no cure for nematode injury, but that preventives are available.

John Fraser III, Huntsville, Ala., then reviewed the activities of the American Association of Nurserymen. The morning session concluded with an outline of retail merchandising by O. W. Fraser, Birmingham, Ala., and a motion picture on Krilium, shown by the Monsanto Chemical Co.

Tuesday afternoon was left open so that those at the meeting might visit nurseries in the area, but a torrential downpour hampered the visiting activities.

On Tuesday evening, a cocktail party, banquet and ball was held, with Henri Aldridge, local attorney, as banquet speaker.

NEW owner of Percy's Nursery, Glendale, Calif., is Elsie V. DeCoux, traveler, photographer and lecturer.

OPENED recently by Mr. and Mrs. Wayne Cockburn, was a nursery sales yard at Marysville, Wash.

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... Bush, Climbers and 3-year-old Tree Roses.

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TOP ROSES at REASONABLE PRICES

All leading varieties including AARS. Write—

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Time and effort are practically abolished through the use of the Modern Power Edger and Trimmer. Edges and borders may be neatly and precisely cut. Built of 100% steel, balanced on three large 10x1.75 rubber-tired wheels and equipped with a 2-h. p. gasoline engine, the Modern Power Edger and Trimmer is ruggedly built and sufficiently powered for the toughest jobs. The Modern-designed cutting head may be used vertically, horizontally or at 45°. Controls are easily accessible from standing position. The Modern Power Edger and Trimmer is the original machine built for both edging and trimming. Beautiful edges around trees or flower beds are just a few of the jobs performed by this machine. Economically priced at \$114.50 F.O.B. Pasadena, Calif.

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Are you interested in an annual income of \$3,000.00 and up? Large wholesale nursery offers permanent work with paid vacation, liberal sick leave benefits, paid holidays, and group hospital and insurance plans. Work comprised of both field and warehouse operations. Write Box 898, care of American Nurseryman, giving experience and qualifications.

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Landscape Designer-Salesman

We have an excellent opportunity for an energetic, properly trained landscape designer and salesman.

Attractive immediate earnings with a permanent future.

SCHUELL NURSERIES
Portage Rd., Rt. 4, Box 240
South Bend, Ind.
Phone: 4-0444

HELP WANTED

Nursery foreman that knows plants and is able to draw plans.

Opportunity unlimited for the right man. Prefer a man from Missouri, Kansas, Oklahoma or Arkansas. Write or call in person.

OZARKS PLANT FARMS
Springfield, Mo.

HELP WANTED

NUISERY MANAGER

To establish and operate a nursery in Maryland, supplying a garden center in New York. Excellent opportunity, attractive salary and large house furnished. Applicant must be experienced, dependable and of excellent character. Write Box 891, care of American Nurseryman, giving complete background.

HELP WANTED

Excellent opportunity for capable landscape gardener. Must be able to handle men and be experienced in planting, pruning, fertilizing, spraying and general maintenance work. Pleasant work and good salary for the right man. Send replies and references to

BOX 2146 LONGVIEW, TEXAS

HELP WANTED

Foreman who can develop into superintendent, for old, established nursery doing large camellia and rose business in southeast. Prefer one with some propagating and packing experience, but can use young man with little experience who means business. Write stating age, family, education, experience, references, to Rose Acres, Box 668, Thomasville, Ga.

FOR SALE—One of the best locations in the West for a good, live shrub and tree propagator to start in business with an ideal market up and down the Redwood Empire in central west California. The nurseries in this district will consume all you can produce. Also a dandy location on this property for a trout farm on a live stream. City utilities, sandy loam, glasshouse, lath house, 5-room home, 135-ft. well, live timber, 8½ acres—all for \$20,000. Address all correspondence to Box 900, care of American Nurseryman.

HELP WANTED

Experienced nursery superintendent—must know all phases of general nursery operation, good leader of men with desire to get the work done. Work consists of developing top-quality stock and digging orders for wholesale, landscape and retail departments. Salary plus bonus based on your ability.

Experienced landscape superintendent—to fill position created by advancement of present superintendent to general manager. Must know all phases of planting, service work and grading. Must be able to manage crews and foremen. Salary same as above.

Three landscape foremen needed to fill expanded demand for planting work, service and grading jobs. Top hourly pay. High yearly income.

Contact or write—ERNST, INC., P. O. Box 648, Muncie, Indiana.

HELP WANTED

Combined landscape architect, sales-man and planting supervisor, capable of handling several men and with ambition to leave each job finished, wanted by October 1 by oldest nursery near fastest-growing city in Texas. State qualifications, education and salary expected.

Experienced nurseryman, salesman, yard foreman, to take charge of sales-yard and direct delivery truck schedules. Prefer man with recent college training and able to lead and handle men. State experience, education and salary expected.

Experienced propagator for nursery greenhouse. Prefer college man, 25 to 45 years of age, 22,000 sq. ft. under glass.

Write: TEAS NURSERY CO., 4400 Bellaire Blvd., Bellaire, Tex.

HELP WANTED

We need a combined landscape architect and planting foreman. It is not necessary that you be a graduate architect, but you must have the ability to turn out neat, rather simple sketches. Other free time will be devoted to planting operations. Please state qualifications and salary expected in first letter. Employment September 1. Please address R. A. Glaser, care of Elgenfrits Nurseries Inc., 4702 Monroe St., Toledo, Ohio.

HELP WANTED

Need all-around man who can design, sell landscaping and assist with plantings. Excellent opportunity, good salary. Immediate employment and permanent work. Age 25 to 45. 4-room house on premises. Send personal references, picture and salary expected in first letter. Address Box 895, care of American Nurseryman.

HELP WANTED

Industrial young man to join our office staff as junior executive. Some horticultural experience preferred. An opportunity to see and learn all phases of the nursery business. Every chance for advancement if applicant has initiative, ingenuity and the will to succeed. Give full qualifications and references in first letter.

Address THE WAYSIDE GARDENS COMPANY, Mentor, Ohio.

HELP WANTED

Propagator for evergreens, azaleas, etc. House available on premises.

TOWSON NURSERIES, INC.
Towson 4, Md.
(near Baltimore)

FOR SALE

NURSERY — FLORIST: Old-established business in Spokane, Wash., fast-growing 200,000-population community. On busiest city street, 24,000 sq. ft. Attractive store and grounds. \$50,000. terms. Owner retiring.

J. P. Wieber, S. 12 Monroe,
Spokane, Wash.

HELP WANTED

LANDSCAPE DESIGNER-SALESMAN
One of the oldest, largest and best financed eastern nurseries has an excellent opportunity for attractive immediate earnings with permanent future for a highly experienced and aggressive landscape salesman and designer.

We are interested in the best qualified man in the industry and are able to offer him the highest compensation future in the business.

Our wholesale stock is one of the largest in the country, and we grow a complete stock of high-quality landscape material.

We are located in the most rapidly expanding area in the east, with a sales potential without equal in the country.

We feel these facts, coupled with our unique position, offer an energetic and properly trained man the opportunity for the highest returns, a permanent future and the most pleasant working conditions in the industry.

Address all replies to Box 887, care of American Nurseryman.

HELP WANTED

ASSISTANT — Trained in landscape design and horticulture with proved ability to sell and supervise. Opportunity now or later to acquire part or entire interest in landscape and nursery business operating in Minneapolis and St. Paul for over forty years. Owner wishes to retire. We consider this an exceptional opportunity for a man to acquire a business of his own, or for a young, ambitious man to work into for himself. If interested, write Box 897, care of American Nurseryman.

SITUATION WANTED

Capable, experienced nurseryman seeks position in landscape work. Can handle any job from plan to planting. Have proven record in this work as well as in propagating. Available September 1. Southern location desired. Box 893, care of American Nurseryman.

SITUATION WANTED

Horticulture school graduate, nursery major, desires management or supervisory position on large estate or park development. Eight years' experience with plant material, propagation, soils, landscape design, shrubs, trees, shrubs and perennials care and management. Prefer northeast, but will consider any good offer. Address Box 899, care of American Nurseryman.

FOR SALE

Entire nursery consisting of 114 acres of land, greenhouse, home, tenant house and office building. This nursery is in full production with around 200,000 plants. Reason for selling is age. For full particulars write

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FOR SALE

If you are interested in buying a good-going nursery business—one that is making money and will make plenty of money in years to come—this business has already been built for you. For information write us, or better yet, come and see me.

RIDGE MANOR NURSERIES
E. J. Fields, Prop.
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FOR SALE

Cash-and-carry nursery, retail and wholesale, 5 acres in general stock. On main highway in Denver area. Can also be worked into landscape business. Modern home, garage, building and equipment. Address Box 894, care of American Nurseryman.

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Tree surgery business in Larchmont, N. Y. Established in 1929. Owner retiring. Nets \$20,000 yearly. Full price \$18,000.

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Minimum order, \$3.00

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PIXWELL GOOSEBERRIES
25,000 Pixwell Gooseberries 2-yr., No. 1, mostly extra-heavy, 5c to 7½c each. Will let go for 20,000 if you take them all and dig them yourself. Will furnish tractor and operator free of charge for digging.
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220 N. Fifth St. Mankato, Minn.

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HOLLAND-GROWN BULBS
DARWIN TULIPS—11 to 12 cm., \$4.75 per 100. Bleu Aimable (blue), Wm. Pitt (red), Pride of Haarlem (red), Yellow Giant (yellow), Princess Elizabeth (rose), Wm. Copeland (lavender), Queen of Night (black), Kansas (white).
HYACINTHS—15 to 16 cm., \$13.00 per 100. Gertrude (pink), L'Innocence (white), Blomarck (blue), City of Haarlem (yellow), King of Violets (purple), La Victoire (red).
CROCUS—7 to 8 cm., \$3.00 per 100. King of Blues (blue), Golden Yellow (yellow) Striped Beauty (white and blue), King of Whiting (white).
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DUTCH IRIS—8 to 9 cm., \$5.00 per 100. Golden Harvest (yellow), White Excelsior (white), Wedgwood (blue).
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Rogers, Ark.

Fall-flowering Crocus. Per 1000
Speciosus, tops \$15.00
Zonatus, tops 15.00
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Iris Reticulata 17.50
Per 100
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Now available. F.O.B. Roslyn Heights, N. Y.
STASSEN FLORAL GARDENS, INC.
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RHODODENDRON CAROLINIANUM—3-yr.
15 to 18 ins. \$125.00 per 100
12 to 15 ins. 100.00 per 100
9 to 12 ins. 75.00 per 100
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9 to 12 ins. 75.00 per 100
RHODODENDRON MAXIMUM
12 to 15 ins. 50.00 per 100

LOUIS A. HINDLA
Smithtown Ave. Bohemia, N. Y.

If you are interested in Hemerocallis send for our list of 32 varieties. Outstanding new ones as well as the older standard varieties. Excellent-quality stock at bargain prices.

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Experiment, Ga.

LYCORIS Squamigera (Amaryllis Hallii), \$35.00 per 100, \$300.00 per 1000. Fine bulbs, delivery October-November.

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CHOICE VARIETIES OUT OF 4-IN. POTS
Transplanted from 2½-in. pots, one-year ago.

12 to 16 ins., 60c each.

WRITE FOR ILLUSTRATED PRICE LIST.

DESCANSO DISTRIBUTORS, Inc.
Pipeline at Walnut, Chino, Calif.

CAMELLIA CUTTINGS
321 SELECTED VARIETIES
Write for new list.

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Rt. 2, Box 182-A Mobile, Alabama

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EVERGREEN PLANT MATERIAL.
ADVANCED LINERS in Azaleas, Cornus, Cotoneaster, Hexa Juniperus, Kalmia, Leucothoe, Pieris, Rhododendron, Taxus, Thuja, Tauga, Viburnum.

Finished Trees in Colorado Blue Spruce.

All Certified for Western Shipment.

Write for Wholesale Price List.

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18 Summer St. Weston 93, Mass.

LINING-OUT STOCK

	2/0 Austrian Pine	100	1000	10,000
3 to 6 in.	\$3.00	\$20.00	\$18.75
2/0 Scotch Pine, Certified	3.50	25.00	22.50
Riga, 3 to 6 in.	4.00	30.00	27.00
2/0 Scotch Pine, Dark Gr.	4.50	30.00	27.00
Christmas Tree strain,	5.00	45.00	42.00
3 to 8 in.	6.00	50.00	47.00
2/0 American Arborvitae,	7.00	55.00	52.00
2 to 4 in.	8.00	60.00	57.00
2/0 Ware Arborvitae, 2 to 4 in.	9.00	65.00	62.00
2/1 Balsam Fir, 2 to 6 in.	10.00	70.00	67.00
3/0 Austrian Pine, 4 to 10 in.	11.00	75.00	72.00
2/0 Jack Pine, 3 to 6 in.	12.00	80.00	77.00
2/0 Mugho Pine, 2 to 4 in.	13.00	85.00	82.00
2/1 Mugho Pine, 2 to 4 in.	14.00	90.00	87.00
2/0 Mugho Pine, 3 to 8 in.	15.00	95.00	92.00
2/2 Mugho Pine, 4 to 8 in.	16.00	100.00	97.00
2/0 Birk. Hills Spruce, 2 to 4 in.	17.00	105.00	102.00
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2/2 Birk. Hills Spruce, 3 to 6 in.	19.00	115.00	112.00
2/0 Colo. Blue Spruce, 2 to 4 in.	20.00	120.00	117.00
3/0 Colo. Blue Spruce, 3 to 6 in.	21.00	125.00	122.00
2/0 Colo. Blue Spruce, 2 to 4 in.	22.00	130.00	127.00
2/0 Norway Spruce, 2 to 6 in.	23.00	135.00	132.00
2/1 Norway Spruce, 3 to 6 in.	24.00	140.00	137.00
2/2 Norway Spruce, 4 to 8 in.	25.00	145.00	142.00
3/0 Norway Spruce, 3 to 6 in.	26.00	150.00	147.00
3/0 White Spruce, 3 to 7 in.	27.00	155.00	152.00
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2% discount for cash with order.	29.00	165.00	162.00

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	Pot	Per	Per
	size	100	1000
Biota Aurea Nana	2	.10	\$0.16
(Arborvitae)	2	.10	.15
Dk. green Bakeri Arb.	2	.10	.15
Pyramid Arb.	2	.10	.15
Pyramid Gr.	2½	.10	.15
Woodward Globe Arb.	2	.10	.15
Woodward Globe Gr.	2	.10	.15
Burk Juniper	2½	.10	.15
Hetzl Glaucia Jun.	2½	.10	.20
Pfitzer Nana Jun.	2	.10	.20

Ea. Ea.

Pot size

100 1000

Each

1-YR. FIELD-GROWN

	Per 100	Per 1000
Dk. green Bakeri Arb.	\$0.20	\$0.17½
Pyramid Arb.	.....	17½
Woodward Globe Arb.	.....	17½

Each

Canaertii Jun., 3 to 3½ ft. \$3.00

Columnaris Bl. Jun., 3 to 4 ft. 3.00

Pyramid Arb., 3 to 4 ft. 2.10

Virginia Glauca Jun., 3 to 3½ ft. 3.00

Terms: Cash with order—Free packing

300 plants at 1000 rate

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New Lebanon, O.

B&B EVERGREENS

EVERGREENS, LINING-OUT STOCK

	Per 100
Euonymus fortunei	2½-in. pot \$17.50
Euonymus fortunei erecta	2½-in. pot 12.50
Euonymus fortunei vegetus	2½-in. pot 17.50
Juniperus glauca metl.	2½-in. pot 20.00
Juniperus douglasii	2½-in. pot 20.00
Juniperus hibernica	2½-in. pot 15.00
Taxus cuspidata	2½-in. pot 22.50
Taxus chinensis	2½-in. pot 25.00
Taxus pyramidalis	2½-in. pot 20.00
Thuya woodwardi	2½-in. pot 20.00
Thuya pyramidalis	2½-in. pot 20.00
Improved	2½-in. pot 20.00
	IVIES
Hedera helix (Large-leaved English)	2½-in. pot 12.50
Hedera h. arboreascens (Tree Ivy)	2½-in. pot 20.00
No charge for packing when cash accompanies order.	

THE HOLLANDIA GARDENS

South Vienna, Ohio

CANADIAN HEMLOCK

The trees we are offering are in surplus and are fine, fibrous-rooted, 3-times transplanted stock, sheared and excellent for landscape trade.

2½ to 3 ft., XXX, B&B \$3.75

3 to 3½ ft., XXX, B&B 4.75

3½ to 4 ft., XXX, B&B 5.75

No Boxing.

This excellent stock will be sold only on a strictly cash basis.

HAAS HOME NURSERIES

29th and Poplar St. Terre Haute, Ind.

EXTRA-HEAVY AND READY FOR THE FIELD

	Per 100
Tax. Cuspidata, 8 to 10 ins., 2-yr., T.	\$30.00
Tax. Cuspidata, 8 to 12 ins., 3-yr., TT.	45.00
Tax. Capitata, 8 to 10 ins., 2-yr., T.	40.00
Tax. Capitata, 10 to 12 ins., 3-yr., TT.	50.00
Tax. Browni, 8 to 10 ins., 2-yr., T.	40.00
Tax. Browni, 10 to 12 ins., 3-yr., TT.	50.00
Tax. Hicksii, 10 to 12 ins., 3-yr., TT.	45.00
Tax. Hicksii, 12 to 15 ins., 4-yr., TTT.	55.00
Tax. Hicksii, 12 to 18 ins., 5-yr., TTT.	75.00

STROHL'S NURSERY

1404 N. Anthony Fort Wayne, Ind.

PYRAMID ARBORVITAE

	For Fall Delivery
Each	
2 to 3 ft.	\$2.00
3 to 4 ft.	2.75
4 to 5 ft.	3.25
5 to 6 ft.	3.75

GALET'S NURSERY

5211 Lee Rd. Cleveland, O.

Mo. 2-4080

800 nursery-grown Colorado, White and Norway Spruce. Average 18 to 28 ins. These trees have not been root-pruned, but have been kept cultivated, hoed and trimmed.

NICE PLANTS. \$1.40 bare-root or \$1.70 B&B.

QUALITY NURSERIES

Allenwood, Pa.

We have 1200 *Retinospora Ericoides* plants

2 yrs. old, measuring from 2½ to 3½ ft. and over. These plants are perfect specimens. For prices write:

SILVERHILL NURSERY Silverhill, Ala.

AMUR RIVER NORTH PRIVET

Excellent stock, well-bred.

Per 100 Per 1000

12 to 18 ins.	\$3.00	\$50.00
18 to 24 ins.	4.00	55.00
2 to 3 ft.	5.00	30.00
3 to 4 ft.	6.00	40.00

Orders filled promptly.

TIDWELL NURSERIES

Greenville, Ga.

EVERGREEN LINERS Per Per

Andorra Junipers,	100	1000
6 to 9 ins. T.	\$10.00	\$90.00
And. Junipers, 8 to 10 ins. TT.	15.00	135.00
And. Junipers, 9 to 11 ins. TT.	20.00	195.00
And. Junipers, 10 to 15 ins. TT.	30.00	275.00

These are some of the nicest we have ever grown. Cash with order, please. Free packing.

WHERRY'S NURSERIES

ST. MARYS, W. VA.

LANDSCAPE-SIZE PINES

Scotch, red and white pines, 8 to 12 yrs. old, grown at 2 to 3-ft spacings. Pictures of blocks available; shipment after Aug. 15.	
2 to 3 ft.	\$1.50 ea.
3 to 4 ft.	2.25 ea.
4 to 5 ft.	3.00 ea.

SUDBURY NURSERIES, INC.

R.F.D. Maynard, Mass.

EUONYMUS PATENS

A small-leaved strain that makes excellent hedges. Liners from 2-in. pots, \$15.00 per 100. Field-grown and ready to be used for hedging, \$30.00 per 100.

J. H. SKINNER & CO. NURSERY

Route 6

Topeka, Kan.

PRIVET

Thousands Amur River North 12 to 18 ins., \$2.00 per 100; 2 to 3 ft., \$4.00 per 100; 4 to 6 ft., \$5.00 per 100.

Attractive price on 1000 or more lots.

WOODLAWN NURSERY

Greenville, Ga.

EUONYMUS

Radicans erectus, Patens Newport, carriers and coloratus, from 2-in. pots, 10c each.

BALTIC IVY

Nice stock from 2-in. pots, 10c each.

STRATFORD GARDENS, Delaware, Ohio

JAPANESE BLACK PINEWe are headquarters for heavy liners of a beautiful compact strain of *Pinus thunbergii*.

JOSEPH A. HREN NURSERIES

East Hampton, L. I., N. Y.

BOXWOOD—Northern-grown. Bush form. Good quality, 9 to 12 ins., \$75.00 per 100.

3-yr. sheared Multiflora Roses, 2 to 3 ft., \$30.00 per hundred, packing free.

QUALITY NURSERIES Allenwood, Pa.

FRUIT and NUT TREES

MAHAN PAPER SHELL PECANS—Giant, thin shell nut. Fine specimen trees, start bearing early. Sizes 2 to 10 feet. Write for pecan, walnut, persimmon list—bareroot or packages—on business letterhead please!

ARP NURSERY COMPANY

Box 867-C Tyler, Tex.

GRASS**ZOYSIA GRASS**

Delivered to your door.

ABBOT'S SUNNY KNOLL NURSERY Rt. 2, Box 182-A Mobile, Ala.

GROUND COVERS

Vine minor (Periwinkle or running Myrtle), 15 canes, individually made up; 3 yrs., freshly dug, \$50.00 per 1000. Pachysandra, 1 to 2-yr., strong, \$55.00 per 1000.

H. C. WAUGH

R. F. D. 2, Cheshire, Ohio

PACHYSANDRA TERMINALIS

Strong, 1-yr. field-grown, \$65.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

HARDY PLANTS**ORIENTAL POPPIES**

Prompt service—No. 1 Field-grown

Per 10 Per 1000

AMBER GLOW	2.75	\$22.50
BARR'S WHITE	3.50	30.00

BEAUTY OF LIVERMORE

dark crimson

2.75 \$22.50

CERISE BEAUTY

3.00 25.00

\$2.75 \$22.50

CURTIS GIANT, flame-red

3.50 30.00

\$2.75 \$22.50

CURTIS GIANT, flesh-pink

3.50 30.00

\$2.75 \$22.50

CURTIS MULBERRY

3.50 30.00

\$2.75 \$22.50

GOLD OF OPHIR

3.00 25.00

\$2.75 \$22.50

HELEN ELIZABETH, dp pink

2.75 22.50

\$2.75 \$22.50

HENRI CAYEUX IMP., dp. rose

2.50 20.00

\$2.75 \$22.50

JOYCE, deep pink

3.00 25.00

\$2.75 \$22.50

LITTLE SHRIMP, pink

2.50 20.00

\$2.75 \$22.50

LACHS KOENIGEN, pink

2.50 20.00

\$2.75 \$22.50

MRS. PERRY, salmon-pink

2.50 20.00

\$2.75 \$22.50

PURITY, soft pink

2.50 20.00

\$2.75 \$22.50

ROYAL SCARLET

2.50 20.00

\$2.75 \$22.50

SALMON GLOW, double

2.50 20.00

\$2.75 \$22.50

SASS PINK, large, pure

2.50 20.00

\$2.75 \$22.50

TOREADOR, carmine

3.00 25.00

\$2.75 \$22.50

Quality service, price always the best from

HARDY PLANT HEADQUARTERS

THE JOSEPH F. MARTIN CO., INC.

Painesville, O.

ORIENTAL POPPIES

Heavy field-grown stock

Per doz. Per 100

Australia	\$6.00	\$35.00
Barr's White	5.00	35.00
Beauty of Livermore	5.50	35.00
Cavalier	5.50	35.00
Cerise Beauty	5.75	30.00
Crimson Pompon (Double)	5.50	25.00
Curtis Giant Flame	5.75	30.00
Curtis Giant Mulberry	5.75	30.00
Curtis Salmon-pink	5.50	25.00
Enchantress	5.50	25.00
Gold of Ophir	5.50	25.00
Henri Cayeux Improved	5.50	25.00
Indian Chief	6.00	35.00
Jeanne Mawson	5.50	25.00
Mary Sadler	5.50	25.00
Mrs. Perry	4.75	20.00
Perry's White	6.00	35.00
Salmon Glow (Double)	4.75	20.00
Splendor	5.75	30.00
Toreador	5.50	25.00
Watermelon	6.00	35.00
Wunderkind	5.00	35.00
Showflame		

AUTUMN-FLOWERING IRIS PUMILA

Per 100

Autumn Queen \$18.00

Jean Siret 18.00

Lieut. Chavagnac 18.00

Olive White 18.00

SPRING-FLOWERING IRIS PUMILA

Per 100

Excelsa \$16.00

Sambo 15.00

Sapphire 18.00

Schneecuppe 15.00

Tampa 20.00

THE WAYSIDE GARDENS CO., Inc.

Mentor, O.

IVIES

Hardy English Ivy and Hahn's strong 2-in.

\$8.00 per 100; \$75.00 per 1000.

JACOB SCHULZ

831 Cherokee Rd., Louisville 4, Ky.

Watch Your Results From

American Nurseryman Classified Ads.

PEONIES**PEONIES**

Best Nursery-grown. Attractively Priced.

Avalanche, \$50.00 per 100; M. Jules Elle,

\$35.00; Reine Hortense (Taft), \$30.00; Sarah

Bernhardt, \$40.00; Richard Carvel, \$60.00.

This is only part of our list; write for full

list. We can supply large plants for potting.

STYER'S PEONIES IN POTS AND

READY TO BLOOM AND GUARANTEED

TO GROW, the only way to make honest

spring sales, a certain money item in April

and May. Ask for price list and delivery

arrangements.

STYER'S NURSERIES

Concordville, Pa.

QUALITY PEONIES

3 to 5-eye divisions Per 100

Avalanche, large late white \$35.00

Baronet Schroeder, late white 35.00

Double Pink, unlabeled 20.00

Double White, unlabeled 20.00

Festiva Maxima, early white 30.00

Kewley's Glorious, white, fine 30.00

Mona. Jules Elle, large, early pink 35.00

Myrtle Gentry, best light pink 25.00

Octavie de May, rose-pink 25.00

Philippe Rivoire, best red 100.00

Sous. de L. Bigot, bright pink 40.00

QUALITY PEONIES

25 at 100 rate

WHITE CLOUD FARM

Carthage, Mo.

Grafted Tree Peonies named varieties, Each

1-yr. \$1.25

2-yr. 1.95

LAKE SAMMAMISH**EVERGREEN NURSERY**

Stanwood, Wash.

Peonies, pink division, 3 to 5 eyes. \$25.00

per 100.

Taxus cuspidata, B&B, 15 ins., \$2.15 ea.

TWIN NURSERIES

Milwaukee Avenue

Prairie View, Ill.

BUY QUALITY PEONIES

We have several thousand top quality,

3-yr. Mons. Jules Elle, 3 to 5 eye plants to

offer. Let us quote prices.

LITTLEFORD NURSERIES

Vincennes, Indiana

PHLOX**PHLOX SUBULATA**

Our Moss Phlox are wonderful this year.

Be sure to write for our new list before

you buy Creeping Phlox.

WALTERS GARDENS

Zeeland, Mich.

HARDY PHLOX

We have a fine block of Phlox this year,

over 60 varieties to choose from. Write for

your new list, now ready.

WALTERS GARDENS

Zeeland, Mich.

Rt. 2

Don't Be Late!

Mail advertising copy to reach

the American Nurseryman

Monday, two weeks before date of issue.

ROOTED CUTTINGS**ROOTTED CUTTINGS**

Per 1000

Biota Aurea Nana, 2 to 4 ins. \$70.00

4 to 6 ins. 90.00

Biota Excelsa, 2 to 4 ins. 70.00

4 to 6 ins. 90.00

Euonymus Patens 60.00

Gardenia Mystery, 4 to 8 ins. 60.00

Ilex Rotundifolia, 2 to 4 ins. 60.00

Ilex Rotundifolia in 2-in. pots 170.00

Taxus Intermedia, 3 to 5 ins. \$6.00

5 to 8 ins. 8.00

BROSEMER NURSERY

Huntsville, Ala.

Rt. 1, Box 155

ASTER FRIKARTI

Strong rooted cuttings.

\$10.00 per 100, \$90.00 per 1000.

(300 or more at 1000 rate.)

PLANE VIEW NURSERY

Newport, R. I.

The WAYSIDE GARDENS CO., Inc.

Mentor, O.

ROSEBUSHES**MARTIN'S ROSE NURSERY****BETTER ROSEBUSHES FOR LESS MONEY****Wholesale Only
Lists now ready****Nurserymen, Florists & Dealers
P. O. Box 155, Arp, Tex.****NEW LONDON ROSES****The Nursery
THAT
Quality Built.****List mailed promptly to the trade.****P. O. Box 876****Overton, Tex.****ROSES**

**California Field-grown Rosebushes
Finest Quality
Place Order for Fall Delivery Now
Patented Varieties Only—Including
Chrysler Imperial
Write for Order Sheet
and Free Color Brochure
DESCANSO DISTRIBUTORS, INC.
Pipeline at Walnut
Chino, Calif.**

If you want rosebushes that sell, make friends and reward, buy ROYAL ROSES—patented varieties with a future! Patented and popular varieties. One-bush or five-bush collections in eye-appeal packages. Write for prices and variety list. One of the largest and oldest rose growers in Texas. ARP NURSERY COMPANY, P. O. Box 867-Q, Tyler, Tex.

SEEDS**SEED****Per lb.**

**Juniper, Virginia, Platte River cedar,
clean seed \$3.50
Kansas and eastern seed if desired 3.50
Russian Olive, clean seed30
Osage Orange 1.00
Birch, Loquat 1.00
Multiflora Rose 4.00**

Place orders on seed early for 1952 crop. List on other seed, native plants, lining out evergreens.

HOME NURSERY**Cuba, Kan.**

FRESH, COLLECTED SEED BERRIES
Fall, 1952 Per lb.

Cornus Florida	\$0.65
Bayberry	.65
Ilex Glabra	1.00
Ilex Opaca	.75
Ilex Opaca, clean seed	3.50
Ilex Verticillata	.65
Juniperus Virginiana	.75

WM. J. WRIGHT R. D. 1 Bridgeton, N. J.

**LANDSCAPE GARDENERS' SPECIAL
LAWN SEED MIXTURE**
50 lbs., \$33.00 100 lbs., \$64.00

P.O.B. New York, 300 lbs. shipped freight pd. Send for wholesale list showing analysis for outstanding formulas for cemeteries, parks, playgrounds and contractors. Also individual grasses.

HERBST BROTHERS**678 Broadway New York 12, N. Y.**

Multiflora Rose seed picked from thorny, upright plants. Order now for fall delivery from 1952 crop.

1 to 5 lbs. \$4.00 per lb.
6 to 25 lbs. 3.75 per lb.

26 lbs. or more. 3.50 per lb.

F.O.B. FARMLAND IMPROVEMENT CO.**Yorkville, Ill. Box 124****SEEDLINGS****2-YR. EVERGREEN SEEDLINGS**

Per Per
9000 American Arborvitae, 100 1000
2 to 6 ins. \$6.25 \$36.75

3000 Sassafras Juniper, 10 to 10 ins. 12.50 . . .

8000 Mugho Pine (certified)
Tyrolean seed), 2 to 5 ins. 5.75 35.75

1500 White Pine, 2 to 4 ins. 5.75 35.75

2500 White Spruce, 3-yr. seedlings, 3 to 6 ins. 6.25 36.75

10,000 American Red Pine, 6 to 12 ins. 10.75 48.75

2000 Banksia Pine, 10 to 15 ins. 7.25 36.75

3000 Scotch Pine, 8 to 14 ins. 11.75 49.50

7500 Col. Blue Spruce, 4 to 8 ins. 9.75 49.50

700 Norway Spruce, 7 to 10 ins. 10.75 . . .

1500 Canadian Hemlock, 5 to 10 ins. 11.75 . . .

Terms: Remittance with order. PARCEL POST PREPAID. Send for price list.

NEUMER'S EVERGREEN NURSERY**Eicher Road Emsworth 2, Pa.****EVERGREEN SEEDLINGS**
2-yr. Seedlings Per Per

Colo. Blue Spruce, 2 to 4 ins. \$3.00 \$20.00

Eng. Blue Spruce, 2 to 4 ins. 3.00 20.00

Norway Spruce, 2 to 6 ins. 3.00 20.00

Scotch Pine, 2 to 8 ins. 4.00 25.00

Austrian Pine, 2 to 6 ins. 4.00 25.00

Douglas Fir, 3 to 6 ins. 4.00 25.00

3-yr. Seedlings

Colo. Blue Spruce, 3 to 6 ins. 5.00 30.00

Eng. Blue Spruce, 3 to 6 ins. 5.00 30.00

Cash with order. Packing free.

Samples sent on request.

ARTHUR CASH NURSERY

N. Y.**Angola, N. Y.****HACKBERRY—Seedlings, qt. cans, 3 ft.****at 35c each. Ready now. Also write for prices****on seedling pecans.****NEW BRAUNFELS NURSERY****& FLORAL CO., INC.****Howard W. Locke, Mgr.****P. O. Box 418 Braunfels, Tex.****SHRUBS and TREES****FALL DELIVERY****AZALEAS** Each**Rosafiora, br. 2 to 4 ins. X.25****Gumpo, br. 2 to 4 ins. X.25****Mollis Flame, 2 to 4 ins. X.25****br. 4 to 6 ins. XX.40****br. 6 to 9 ins. XX.60****br. 9 to 12 ins. XX.75****Mollis Cream, br. 4 to 6 ins. XX.40****br. 6 to 9 ins. XX.60****br. 9 to 12 ins. XX.75****Chamaecyparis Lawsoniana Stewarti, 10 to 12 ins. X.35****Daphne Mezereum Rubra, 4 to 6 ins.12****6 to 8 ins.15****8 to 10 ins.20****10 to 12 ins.25****18 to 24 ins. heavy.75****24 to 36 ins. heavy. 2.25****HEATHER****Carnea Rosea, 2 to 4 ins. X.15****King George, 2 to 4 ins. X.15****Mrs. H. Scale, 2 to 4 ins. X.15****Mrs. Maxwell, 2 to 4 ins. X.15****Medit. Hybrid, 2 to 4 ins. X.12****Springwood White, 2 to 4 ins. X.12****Vivella, 2 to 4 ins. X.15****Juniperus Tamariscifolia, 2 to 4 ins. X.10****4 to 6 ins. X.15****6 to 8 ins. X.18****Ranholleopsis Ovalis, 2-yr. X.15****Skimmia Japonica, green, 4 to 6 ins. X.15****Skimmia Japonica, variegated, 4 to 6 ins. X.15****Thuya Berckmans Aurea Nana, 4 to 6 ins. X.20****Thuya Berckmans Aurea Nana, 6 to 8 ins. X.20****Thuya Woodwardii Globosa, 2 to 4 ins. X.15****Viburnum Davidii, 2 to 4 ins. spread.50****4 to 6 ins. spread.75****6 to 8 ins. spread. 1.00****Cash with Order. Please****FOUR STAR NURSERY****Route 3 Edmonds, Wash. Box 3529****Edmonds, Wash.****Per 10 Per 100****Beauty Bush, 18 to 24 ins. \$0.50 \$4.05****2 to 3 ft.60 .55****Lilac, Rothomagensis, 18 to 24 ins.40 .35****2 to 3 ft.50 .45****Rhubarb, Canadian, Strong division. \$25.00****per 100, 300 or more at \$22.50 per 100. Cash.****Packing free. F.O.B. Marshalltown.****WHEELOCK WILSON NURSERY****Marshalltown, Ia.****SHRUBS AND TREES****We offer for fall and spring delivery****European White Birch and Cutleaf Wpg.****Birch trees, 4 to 10 ft., Paul's Scarlet and****Cordata Thorne, branched, 5 to 10 ft., White****Birch seedlings in grades from 6 to 24 ins.****Write for prices on any of the above stock,****stating quantities and sizes wanted.****VILLA NURSERIES****Montavilla St. Portland 16, Ore.****HONEYSUCKLE****Lonicera Halliana Japonica****Heavy 2, 3 and 4 yrs., No. 1 field plants,****3 to 4 heads, 18 to 24 ins., carefully graded.****\$4.00 per 100, \$30.00 per 1000.****Lonicera sempervirens, Scarlet-red.****Heavy 18 to 24 ins., \$10.00 per 100, \$80.00 per****1000. No orders too large; immediate shipment.****WOODLAWN NURSERY****Greenville, Ga.****SUGAR MAPLE****4 to 6 ft. \$6.00 per 100****6 to 8 ft. 100.00 per 100****8 to 10 ft. 200.00 per 100****Collected, straight, well-rooted trees.****FINNERTY'S NURSERY****Rensselaer, N. Y.****VINES**

Hall's Honeysuckle, large, extra-heavy, 2-year plants, carefully graded, \$4.00 per 100; \$30.00 per 1000. Good reduction on quantity orders. Immediate shipment.

TIDWELL NURSERIES, Greenville, Ga.**VEGETABLE ROOTS****ASPARAGUS ROOTS
FOR SUMMER PLANTING**

Heavy, dormant crowns, in cold storage, available for immediate shipment. Unconditionally guaranteed for planting during the summer months.

MARY WASHINGTON 25 100 250 1000**3-year, No. 1. \$1.25 \$4.00 \$3.75 \$30.00****2-year, No. 1. 1.00 3.00 5.75 20.00****1-year, No. 1.75 2.50 4.25 14.00****Free packing for cash with order.****BUNTINGS' NURSERIES, INC.****Box 3, Selbyville, Delaware****WANTED****WANTED**

Adenostoma sparsifolium **Lycium pallidum**
Amelanchier utahensis **Matus micromatum**
Amorpha fruticosa **Peraphyllum ramosissimum**

Amorpha glabra **Prunus clensis**
Amelanchier **Prunus Andersonii**
Amelanchier canadensis **Prunus austrofilia (Watsonii)**

Amelanchier chrysophylla **Prunus davidae**
Amelanchier ovalis **Prunus maritima**
Amelanchier pubens **Prunus subcordata**

Amelanchier **Rosa rugosa**
Amelanchier **Salix lasiolepis**
Amelanchier **Salix lutea**

Amelanchier **Sambucus glauca**
Amelanchier **Sambucus pubens**

Amelanchier **Tamarix gallica**
Amelanchier **Tamarix odessana**

Amelanchier **Taxus canadensis**
Amelanchier **Vitis amurensis**

Amelanchier **Vitis argentea**
Amelanchier **Vitis arizonica**

Amelanchier **Vitis coignettiae**
Amelanchier **Vitis cordifolia**

Amelanchier **Vitis treleasei**
Amelanchier **Vitis vulpina**

Please quote in quantities of 25, 50, 100 and 500 on seedlings or rooted cuttings 12 to 24 ins. for delivery fall '52 or early spring '53.

BUCKLEY NURSERY CO.**Buckley, Wash.**

WANTED—Catalogs from nurseries growing the following:

Acacia **Dealbata**
Aralia **Chinensis**

Chamaerops **Excelsa (Trachycarpus)**
Chamaerops **Fortunei**

Chamaerops **Humilis**
Mahonia **Lomatilifolia**

Tree Species **Rhododendron**
RUTH L. WOLFE

Alsea, Ore.

WANTED—1 year Euonymus coloratus, two or three leads.

THE PETER CASCIO NURSERY
2600 Albany Avenue
West Hartford, Conn.

SUPPLIES**FLATS**

Made from a good grade of Southern Yellow Pine. Standard specifications, inside measurements. **KNOCK-DOWN FLATS.**

16x12x2 1/2 \$18.82 per 100

16x14x3 1/2 24.98 per 100

20x14x2 1/2 24.56 per 100

20x14x3 1/2 28.68 per 100

22 1/2x15x2 1/2 28.14 per 100

22 1/2x15x3 1/2 32.63 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point in a small item per flat. Our flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

We make mixed shipments of flats, plant boxes and spray boxes.

HIGHTOWER BOX & TANK CO.**Birmingham, Ala.**

Terms: Remittance with order. PARCEL POST PREPAID. Send for price list.

NEUMER'S EVERGREEN NURSERY

Eicher Road Emsworth 2, Pa.

REDWOOD FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. inside measure, \$42.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bdl.

50 pcs. to bundle, 5 ft., \$4.50 per bdl.

50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, Ohio

MINNESOTA WHITE CEDAR FLATS.
12x16x2 $\frac{1}{2}$ \$18.50 per 100
14x16x3 $\frac{1}{2}$ 24.50 per 100
14x20x2 $\frac{1}{2}$ 24.00 per 100
5x5x16 18.50 per 100

Other sizes quoted on request. F.O.B. Cook, Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

PACKING AND STORING CRATES
Knocked down or set up. Cut to size, crating lumber. Pointed stakes. Pine flats or cedar flats (when available). Shavings and sawdust. Ask for prices.

IWEN BOX & LUMBER CO.
Phone: 154 Pine Island, Minn.

HAY

MARSH HAY FOR MULCHING
Clean; no weeds. Truckloads or carloads.
KOPFF HAY CO.
Beaver Dam, Wisconsin

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

LABELS

LABELS
Made from best grade of genuine Northern White Pine. The kind that lasts and lasts.
DAHLIA OR TREE LABELS

Priced per 1000
plain painted
3 $\frac{1}{2}$ x5 $\frac{1}{2}$ ins., notched, not wired \$2.50 \$3.00
3 $\frac{1}{2}$ x5 $\frac{1}{2}$ ins., wired (copper) 2.30 4.10

POT LABELS

4x $\frac{1}{2}$ ins. (cartons 1000 each) 2.75 3.30
5x $\frac{1}{2}$ ins. (cartons 1000 each) 3.00 3.60
6x $\frac{1}{2}$ ins. (cartons 1000 each) 3.30 4.00

Priced per carton
8x $\frac{1}{2}$ ins. (cartons 500 each) 2.40 3.00
10x $\frac{1}{2}$ ins. (cartons 500 each) 3.00 3.60

GARDEN STAKES

Priced per carton
8x $\frac{1}{2}$ ins. (cartons 250 each) 2.00 2.50
10x $\frac{1}{2}$ ins. (cartons 250 each) 2.20 2.40

12x1 $\frac{1}{2}$ ins. (cartons 100 each) 1.40 1.60

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, Ohio

RUBBER BUDDING STRIPS

RUBBER BUDDING STRIPS

4-in. size, 1800 to pound

5-in. size, 1400 to pound

Price: \$1.00 per pound. F.O.B. Canton, O.

SPHAGNUM MOSS

WISCONSIN'S QUALITY SPHAGNUM MOSS

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.

Trucked when feasible.

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CYPRESS PLANT STAKES

These are the strongest, straightest, most durable and long-lasting plant stakes you can buy. Made of sun-cured Florida Tidewater Cypress . . . "The Wood Eternal." Each stake is approximately one inch square and pointed at one end. Packed in units of 31 stakes.

4 feet long \$10.00 per unit of #1 stakes
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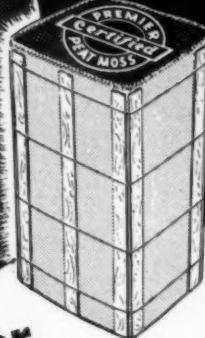
Standard 20-lb. balls treated against insects. Immediate shipment any quantity 20¢ per lb., F.O.B. Chicago. Limited quantity available. Sample sent on request.

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Size	Approx. Wt. per 200		Top Dia.	Bot. Dia.	Ht.	Price per 100 Regular	Price per 1000 Regular	Price per 100 Heavy	Price per 1000 Heavy
	Regular	Heavy							
No. 0	20 lbs.	50 lbs.	4 ins.	3½ ins.	4 ins.	\$2.75	\$25.00	\$3.75	\$35.00
No. 1	30 lbs.	70 lbs.	6 ins.	5 ins.	6 ins.	4.00	37.50	5.25	50.00
No. 2	48 lbs.	110 lbs.	7 ins.	5½ ins.	8 ins.	4.50	42.50	5.75	55.00
No. 3	60 lbs.	140 lbs.	8½ ins.	6½ ins.	9 ins.	5.00	47.50	6.25	60.00
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Packed 100 and 200 per carton.

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NORTH TONAWANDA, N. Y.

INFORMATION SERVICE

[Continued from page 9]

a lack of coordination between these two businesses that sometimes has unfortunate consequences for each. Meetings such as these have served to stimulate sentiment for greater contact and cooperation. A recent example of this was the meeting on June 25 of New Jersey nurserymen and the New York and Philadelphia chapters of the American Society of Landscape Architects at Howe's Nurseries in New Jersey, which was reported in the August 1 issue of the American Nurseryman. The groups agreed at this meeting that committees of long standing should be set up to explore the problem more satisfactorily.

Serves in Two Ways

The formation of the information service can serve the interests of these groups in two ways. First, it will correct the present anomalous situation where public agencies in some of the eastern states are faced with such a shortage of preferred types of nursery stock for their landscaping projects that they are often forced to accept less desirable kinds or collect the necessary material, while at the same time many nurseries in the area are forced periodically to destroy quantities of these preferred types of material for lack of an outlet, because they are not in contact with the demand. Second, with the possible abatement of the present housing boom an additional outlet for large amounts of nursery stock will become desirable.

The information service will be sponsored by A. A. N. region 1 on a nonprofit, self-supporting and independent basis. Dues will run from August 1 to August 1 and are deductible for tax purposes as a business expense. Checks should be made payable to Valleau C. Curtis and for the Landscape Materials Information Service.

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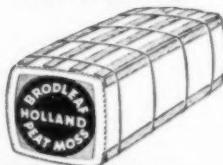
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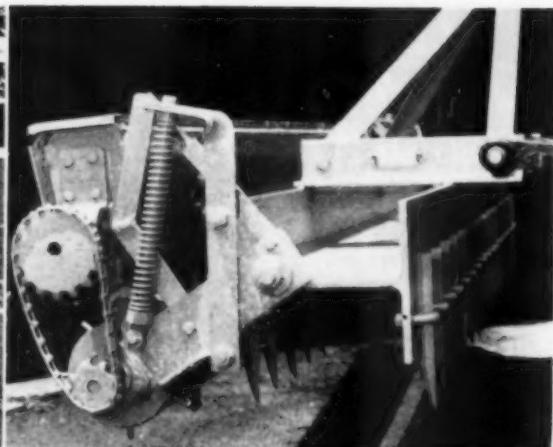
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SCARIFIES — LEVELS — PULVERIZES

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We decided to build a machine that would do the finished grading and at the same time prepare a well-pulverized, smooth seedbed. We were successful and now are operating our landscape department at a nice profit and are passing it on to you.

Note the photograph. The ground was plowed with a tiller when it was dry and you see the results obtained from one operation, but the next operation on a 45 degree is the one that will please you. Why use the old method of back-breaking hard labor when you can sit on the tractor and obtain a seedbed as smooth as the floors in your house at one-tenth the cost?

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The University of California agricultural experiment station has announced the introduction and apparent establishment of a species of wasp that preys on European elm scale. In 1949, several hundred of these wasps were imported from France and released in scale-infested trees in Sacramento, Pasadena and Redlands. Little reduction of the scale population was noted in the first two years following the release, but more recently the wasps at Redlands have seemingly become established and are cleaning up the scale-infested trees in that city. This is said to be the first successful introduction into this country of an insect that parasitizes European elm scale.

If these wasps survive and spread to other parts of the country, they may aid considerably in bringing about control of the European elm scale. However, this is expected to take years to accomplish. In the meantime, dormant sprays continue to be the accepted means of controlling European elm scale.

THE Jo-Rake Nursery, San Jose, Calif., has been sold by Joseph R. and Edith McCaskill to Tom Kawashima.

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One Merry Tiller demonstration proves you need it in your garden. Saves hours of labor. Easily operated power tiller, rotary cultivator and garden tractor. Tills and mulches up to 10" deep in any kind of soil—times fully guaranteed.

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Our
21st Year

NEW JERSEY MEETING

[Continued from page 8]

that has consistently won awards at the International flower show, held each year at New York.

The motor caravan worked its way through the flash flood area and returned to the home port; from then on until 3 p. m., when the clambake started, the near record-breaking crowd enjoyed what is often lacking in an organization such as this—namely, plenty of time for meeting old friends and new. In spite of the fact that the program-planning committee was disappointed at the rain, it is doubtful that anyone there thought it was a day lost. The constant conversation, laughter and the ever-changing groups of nurserymen, honored guests and men affiliated with the nursery business gave ample evidence that the rain did not dampen anyone's spirits. In fact, following the 30-some-day drought, it was obvious that everyone there who had anything to do with the soil, either directly or indirectly, was thankful that the rains were coming.

There was a short lull in the downpour that gave the members an opportunity to inspect an exhibit set up under the able chairmanship of Russell Bettes, of the Piedmont Landscape Service, Princeton, N. J., wherein a collection of new selections and varieties of plants was shown. These were drawn from the members of the association through the efforts of Mr. Bettes and his questionnaires. It might be mentioned to any secretaries of other state organizations that if they are looking for some useful exhibit material this is a sure bet.

Improved Plants Exhibited

It was enlightening to see the improved types of plants that were being grown by some of the members. As an example, there was a compact form of the native *Ilex glabra* (inkberry) that certainly promises to be a wonderful addition to the list of broad-leaved evergreens available in the eastern part of the country. The same appraisal applies to other types of hollies shown.

An unusual type of mahonia was exhibited by one member, and a color slide was shown near it so the visitors could see how the plant looks in bloom, which usually occurs in January or February. Since mahonias are good broad-leaved subjects that can be used in areas with dense shade, this was an important addition to the list.

A special collection of selected pyramidal yews was exhibited, with eight in the group. They were all

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NEW HEAVY-DUTY SOIL CABLE FOR COMMERCIAL GROWERS



The finest soil cable ever made. Will take more abuse and outlast any soil cable ever made. Over 2½ times as much metal in the heating wire. New Grom insulation approved for continuous operation at 221° F. Beats any other job on the market. Prices:
S808—400 watt—115 V. for 2 sash..... \$ 6.00
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BT—Belt Thermostat—15 Amp. 15.00
Large discounts for commercial users. Write today for free instructions, plans, data.

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Sweet-Orr Work Clothing
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much more narrow than the Irish yew. Since many of the new plants shown were comparatively young, there is nothing definite to report on their ultimate size or shape. The fact remains, however, that the nurserymen in New Jersey are not asleep at the switch when it comes to keeping their weather eye open for improved plant material.

Some new turf that is adapted to the New Jersey climate was exhibited by Dr. Ralph Engel, of the New Jersey agricultural extension service.

A special strain of Bermuda grass, known only as U-3, attracted the most attention, since it had such a deep green and healthy look about it in spite of the 31 days of drought. It was thicker than any turf commonly seen in the east, and the descriptive notes explained how it withstood extremely high temperatures and long periods of dry weather. It was also pointed out that this grass can become an annoying pest in flower beds and shrub borders. It spreads by creeping stems that set roots at the nodes. Since it turns a light straw-brown color after the first heavy frost and stays that way throughout the winter, it was not recommended for general year-around garden use. However, it certainly has its place around summer cottages, which are occupied only during the months when the grass would be perfectly green.

It would also be good around mountain homes where there are no flower beds, but only lawns and trees. This grass could be allowed to spread and gradually take over the entire area, crowding out all weeds as it grew.

Congressman Speaks

In keeping with all summer meetings, there were no educational lectures or talks, but there was one honored guest who spoke briefly before the clambake. This was Congressman James C. Auchincloss.

The highlight of his short talk was undoubtedly when he mentioned the fact that he was in favor of a complete landscaping job along the entire new Garden State parkway, that will run the entire length of the state. He insisted that he will fight for the complete landscaping of the parkway, in the hope of making it the most up-to-date and best landscaped highway in the world. He felt this would be in keeping with the official sobriquet of the state, which is the Garden state.

The meeting concluded around 6 p. m., and the members hurried home to see what their nurseries looked like after the rain.



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MAIL-ORDER MEETING

[Continued from page 7]

Click?"', with George Rose as moderator. Others on the panel included Jack Foster, Henry Field Seed & Nursery Co., Shenandoah, Ia., and Gurney's, Inc., Yankton, S. D.; Clifford Emlong, Emlong Nurseries, Stevensville, Mich.; Kenneth Tack, Jackson & Perkins Co., Newark, N. Y.; Tom Kyle, Bohlender Nurseries, Tipp City, O., and Wayne Ferris, Earl Ferris Nursery, Hampton, Ia. The panel members answered questions from the moderator and from the floor.

Mr. Foster led off the discussion with a brief dissertation on type and its place in the successful mail-order catalog. Mr. Foster stated that type must be readable and that this is the foremost consideration to keep in mind when selecting it. He expressed a preference for old-style types, such as Goudy, Garamond, Caslon, Century, etc. It was his opinion that type with serifs (old-style) was easier to read than that without (gothic). He agreed with those in the printing industry that words in capitals and lower case are easier to read than in all capitals, and he advised that type smaller than 6-point not be used in catalogs.

Mr. Tack emphasized the importance of good layouts in the catalog. He advocated the use of pictures with a minimum of reading matter. He said that the policy used by his firm, Jackson & Perkins Co., was to use text material liberally when a new variety was being introduced for the first time and then to cut down the amount of copy for subsequent showing of the same item. He advocated the grouping of materials of similar kind, such as hybrid tea roses, floribundas, perennials, etc., to facilitate the consumers' use of the catalogs. He said that headlines should be bold to catch the reader's eye and

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All models are equipped with patented, automatic shut-off and selective feed control. Just lift the handle, and the flow of fertilizer stops.

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All types of sisal strings and hawsers.

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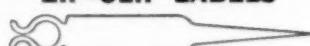
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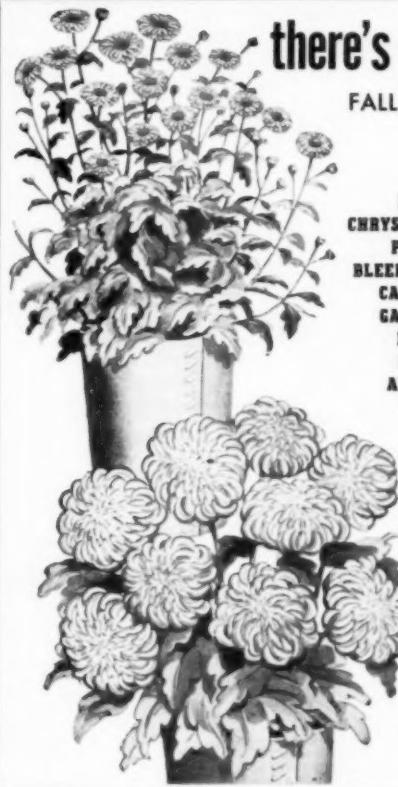
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TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE
SPECIAL LIGHT (Packed 200 in carton)					
No. 0	5½ ins.	5 ins.	6 ins.	Per 200	Per 200
No. 1	6½ ins.	6 ins.	7 ins.	40 lbs.	\$5.50
No. 2	9½ ins.	7 ins.	8 ins.	60 lbs.	35.00
					40.00
STANDARD HEAVY (Packed 100 in carton; 300 or more at \$1000 price)					
No. 0	5½ ins.	5 ins.	6 ins.	Per 100	Per 100
No. 1	6½ ins.	6 ins.	7 ins.	30 lbs.	\$3.25
No. 2	9½ ins.	8 ins.	9 ins.	50 lbs.	4.50
No. 3	9 ins.	8 ins.	9 ins.	74 lbs.	5.00
				82 lbs.	47.50
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NO. 4 (Packed 25 in carton)					
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				\$23.75	\$19.75
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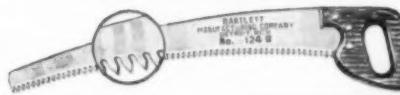
to attract the reader to the rest of the copy on the page.

In response to an inquiry from the floor, Mr. Tack stated that either January or February should prove satisfactory as a mailing time for a spring catalog. He said that Jackson & Perkins Co. has had equally good results with mailings in both months, but that at present it is mailing the catalog during the second week in January. The Jackson & Perkins Co. fall catalog is mailed in August.

Mr. Tack said that a follow-up should be mailed to the customer list about a month after the catalog is sent. The follow-up, he said, reactivates interest in the catalog. He emphasized that follow-ups should be different in appearance from the original catalog so that the prospects will not think it is the same piece of material they received previously. He said that two or three such follow-ups would not be considered excessive. He stated his own preference for a printed flier as a follow-up as opposed to a letter, although several other nurserymen spoke up in favor of the letter as being more personal.

On the question of how long to keep a prospect on the mailing list, it developed that three or four years

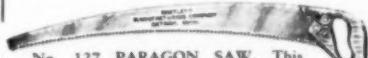
USE BARTLETT SAWS



No. 124B — 24-in. Special Utility Saw combines for the first time: Quick cutting, Smooth cutting, Easy operation. Now available.

PROPER PRUNING WILL PROTECT YOUR TREES

Damage by ice and wind often can be avoided, or the effects lessened, by use of correctly designed pruning tools, healing materials and tree wound dressing.



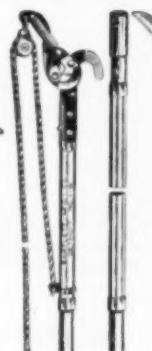
No. 127 PARAGON SAW. This curved blade, draw cut pruning saw is ideal for all-around pruning. Best quality saw steel. Easy grip handle.



This drop forged tool steel 9-in. Hand Pruner has a crucible steel blade and hardened hook. Unpassed. Ask for catalog showing a complete line of pruning tools.

BARTLETT MFG. CO.

Box 58, 3003 E. Grand Blvd.
Detroit 2, Mich.



1 Heavy-duty Tree Trimmer
(11½-in. capacity) 14½ ft.

1 Fast-cutting Pole Saw 14½ ft.

Two complete tools . . . longest section 72 ins. . . . EASILY CARRIED IN SMALL CAR.

Length Weight lbs.
30-in. Pruner 2½
30-in. Saw 1½
72-in. Section 2
72-in. Section 1½

Total Wt. 8

This combination can be quickly and easily assembled to make either of these two tools:

Clevey "cradle-type"
TREE AND SHRUB DIGGER
Saves costs of digging and transplanting below half. 8 minutes to install on Ford or Ferguson tractor with Wagner W-3 loader.
Price: \$75.00
Write for literature.

ELMER CLEVEY, Inc.
HIGHLAND PARK, ILL.

BURLAP NURSERY SQUARES
Cut from used burlap. 16x16 ins. to 40x40 ins.
Write for Price List.

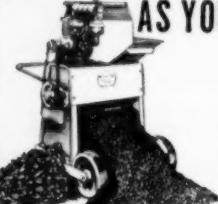
GENERAL PACKAGE CORP.
220-224 Badger Ave.,
NEWARK 8, NEW JERSEY

**TWINE
ROPE
BURLAP
TWIST-EMS**

One of the World's Largest Stocks of Twines and Rope

J. E. Fricke Co.
40 N. Front St., Philadelphia 6, Pa.
MILLS: HULMEVILLE, PA.

**COMPOST—
AS YOU LIKE IT**



SCREENED
SHREDDED
GROUND
MIXED
PILE

Now, with two wheels and one-piece, tubular handle bar, this improved, self-powered grinder can be moved twice as easy. Mixes and screens soil, compost and other fertilizers fine enough for seeding flats and pots. Grinds leaves, stalks and other tough organic matter into ideal mulch or compost material. Separates trash from wanted materials. Easy to change from screens to rollers. Motor optional, gas or electric. SEND FOR CIRCULAR.

W-W GRINDER CORP.
DEPT. F WICHITA, KANSAS

**HALPERN BROS.
NURSERY BURLAP**
Squares and Rolls
and

MESH COTTON NET SQUARES
272 S. 2nd St. MArket 7-3346
PHILADELPHIA 6, PA.

was the prevailing policy. Sidney Hutton, of the Conard-Pyle Co., West Grove, Pa., stated that his firm maintains a prospect on the mailing list for a period of time in proportion to the amount of the best order the prospect places. Customers whose largest orders total \$5 are kept on the list two years, those whose largest orders are from \$5 to \$10 are kept on the list for three years, those whose largest orders are from \$10 to \$20 are kept on the list for four years and those whose largest orders are over \$20 are kept on the list for five years. Mr. Hutton said this policy has proved successful for the Conard-Pyle Co.

Dr. Fred Nisbet, of Musser Forests, Inc., Indiana, Pa., suggested from the floor that the nursery industry would do well to follow the women's garment industry in introducing "new fashions" in plant materials from time to time. This, he said, would encourage the customer completely to alter his plantings and would produce more repeat orders. Without this system, he said, a customer can purchase only so much stock and then will cease to be in the market except for occasional replacements.

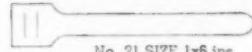
Changing the Catalog

With regard to changes in catalogs, Mr. Kyle stated his policy was to make minor changes every year, with a major overhaul every three to five years. In his opinion, costs would prevent making major changes any more frequently. Also, he said, too frequent changes result in a loss of continuity and make it more difficult for the customer to identify the catalog at first glance. The amount of work involved also discourages frequent changes.

Mr. Foster stated that in the spring of 1951, he found, in preparing the Gurney catalog, that it was becoming crowded and he began to make changes. Before he was through, he said, he had revised the entire catalog, with the result that sales for the period covered by that catalog were up 27 per cent over the previous catalog. Mr. Foster advocated changing a quarter or a third of the catalog each year, whether the changes are needed or not. This, he said, avoids the necessity for making complete changes at any time.

Mr. Foster surprised his audience by announcing that tests he had made showed that there is no single page in the catalog which is better from the readership standpoint than any other page. His conclusion was that the position of a certain item in

**TAGS
FOR NURSERYMEN**



No. 21 SIZE 1x6 ins.

TREE & SHRUB TAGS

Made of heavy weight, strong, water-resistant tag stock. Furnished 10 tags partly attached for use in typewriter.

Price Per Thousand

1000 to 4000	\$1.60	10,000 to 24,000	\$1.10
5000 to 9000	1.30	25,000 to 99,000	.90
100,000 or more			.75

Net 30 Days, F.O.B. Grand Rapids, Mich.

Free Delivery for check with order.

WE MANUFACTURE

Paper and Cloth Tags
for all Nursery uses.

Ask for price list and samples.
Plain and printed tags.

IMPERIAL TAG & PRINTING CO.

(Div. of Acme Time Card Co.)
312 Straight, S. W., Grand Rapids 4, Mich.

**MARK
YOUR PACKAGES
WITH THIS STAMP**



Clearly
Quickly

MASSACHUSETTS
MIN. SIZE 2½" FANCY
Mass. Approved Crate
GREENINGS
PACKED BY
R. D. MARCH
Shelburne Falls, Mass.

This stamp has interchangeable type plates and is 2½" long by 1¾" wide. It is ideal for marking cartons and packages. It meets the requirements of every state. Write for prices and details.

RIVET-O MFG. CO.
76 Orchard St., Orange, Mass.

NURSERY TAGS

Suitable for Labeling

**Trees—Shrubs—Plants—
etc.**

Convenient—Economical

PREMIER SOUTHERN TICKET CO., Inc.
1623-31 Dana Ave. CINCINNATI 7, OHIO

BRUCO

PEAT MOSS

TOP-QUALITY

European and Canadian

Full-pack bales in popular sizes
RIGHT PRICES • PROMPT SHIPMENTS

HORTICULTURAL and POULTRY Grades



Write or Wire for particulars

BRUCO PEAT MOSS CORP.

11 W. 42nd St., New York 18, N.Y.



AGRICO FOR LAWNS, TREES AND SHRUBS. Contains all needed plant foods, both organic* and inorganic, to stimulate greener lawns, healthier trees and shrubs. In 50, 25, 10, 5-lb. bags.

AGRICO FOR GARDENS. Specially formulated for greater abundance of flowers, more bloom and color, and better vegetables, richer in minerals and vitamins. In 50, 25, 10, 5-lb. bags.

AGRICO FOR BROAD-LEAVED EVERGREENS. Prepared expressly to feed Rhododendrons, Azaleas and other acid-loving plants. Builds up essential soil acidity. In 50, 25, 10, 5-lb. bags.

AGRICO ROSE FOOD. Contains all essential elements — both organic* and inorganic—for exclusive job of growing roses of highest quality and beauty. In 50, 25, 10, 5-lb. bags.

*Organic derived from AGRINITE, the 100% organic plant food.



the catalog has no effect on its sales potential. Mr. Ferris, on the other hand, reiterated the widely accepted view that the back cover is the best sales position in the catalog. He added that, in his experience, he had found that items on the front cover do not sell well.

The subject of special low-price offers in connection with publicizing the catalog was next discussed, and Mr. Kyle said that his firm has experienced little repeat business from those who respond to this type of offer. Unless you can make money on the special offers themselves, he continued, they do not pay and one might just as well advertise the catalog alone without any special merchandise inducements.

No agreement was reached on the advisability of enclosing a postage-paid envelope in the catalog. Although students of the direct-mail field have concluded that the inclusion of a postage-paid envelope is advantageous, a number of nurserymen at the meeting felt that they were just as well-off without it. Similarly, there was lack of agreement on the value of testimonials, although the use of them is generally favored by experts in the field.

The speaker at the Monday luncheon was Gordon Buck, of Foote,



Special-Purpose Fertilizers that Bring You DOUBLE PROFITS

Nurserymen are profiting two ways with Special-Purpose Agrico Fertilizers: (1) Used on their plantings Agrico produces utmost health and vigor and promotes quality production. (2) By selling Agrico to their trade, nurserymen help customers get better results—and profits on Agrico sales mean extra net profits.

Four Special-Purpose Agrico Fertilizers go further, do a better job . . . more plant-feeding value per pound and per dollar. Order Agrico now—we furnish liberal supply of colorful booklets, display material, newspaper cuts, etc., to help you increase sales and profits. Write us today.

Order AGRICO Now!

Order Agrico from nearest A. A. C. Sales Office, or write to

**The AMERICAN
AGRICULTURAL CHEMICAL CO.
50 Church St., NEW YORK 7, N. Y.**

JUST ONE APPLICATION OF

ALFCO made the difference!

Photograph courtesy of
Mr. R. L. Wheeler, Founder
Central Georgia Nurseries
Macon, Georgia



On August 15, 1951 Central Georgia Nurseries began a test with 6,000 Camellia seedlings. 28 flats (3,000 plants) received one application of ALFCO. An equal number were fertilized in the usual way . . . but not with ALFCO. This photo, made when they reached transplanting age, shows a typical flat from each group. See the marked difference in growth of the plants on right which received just one application of ALFCO.

ALFCO
LIQUID FERTILIZER
(5-10-5) Mineralized



ALFCO LIQUID FERTILIZER CO.
P. O. Box 1662 • Charlotte, North Carolina

BEGINNING IN THE NURSERY BUSINESS

50 cents per copy.

AMERICAN NURSERYMAN 343 So. Dearborn St. Chicago 4, Ill.



FOR ACID SOIL PLANTS. RELIANCE Azalea and Camellia SPECIAL

Already famous for use on Azaleas and Camellias—Fast becoming the leading plant-food for use on Magnolias, Hollies, Gardenias, Rhododendrons, Kalmia, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.

Cultural Booklet—Azaleas and Camellias—will be sent upon request.

**The RELIANCE FERTILIZER CO.
SAVANNAH, GEORGIA**

RECOMMENDED

"Soluble Plant Foods for Liquid Feeding through the Foliage or Root System."

15 - 30 - 15

25 lbs.....	.22c per lb.
80 lbs.....	.20c per lb.
800 lbs.....	.19c per lb.
2000 lbs.....	.17c per lb.

The above prices save time and money. Ask for price list.

F. O. B. McKeesport, Chicago and Florida.

KELLY AGRICULTURAL PRODUCTS CO., McKeesport, Pa.

**KAPCO
NUTRITIVE
PROTECTIVE
AGRICULTURAL
CHEMICALS**

BY AUTHORITIES

20 - 20 - 20

25 lbs.....	.22c per lb.
80 lbs.....	.20c per lb.
500 lbs.....	.19c per lb.
2000 lbs.....	.17c per lb.

21 - 7 - 7 plus 20%

Azalea Acid Liquid Fertilizer	25 lbs..... .22c per lb.
	80 lbs..... .20c per lb.
	500 lbs..... .19c per lb.
	2000 lbs..... .17c per lb.

HYPONEX
PLANT FOOD

Grows Better Plants Faster
In SOIL, SAND or WATER

SELL HYPONEX for extra profit. Nationally advertised. Millions are now buying it for house plants, garden flowers, vegetables, lawn...

USE HYPONEX for top dressing, seedlings, cuttings, transplanting and general feeding of plants. Produces sturdier stock in less time.

Retail Price	Dealer & Grower Cost
1-oz. pkt.	10c—72 to cs. wt. 7 lbs.
3-oz. can	25c—36 to cs. wt. 12 lbs.
7-oz. can	50c—24 to cs. wt. 14 lbs.
1-lb. can	\$1.00—24 to cs. wt. 14 lbs.
10-lb. drin.	\$8—individually packed
25-lb. drin.	\$15—individually packed
50-lb. drin.	\$25—individually packed
100-lb. drin.	\$40—individually packed

1 lb. makes 100 gallons liquid plant food.

If Your Jobber Cannot Supply You, Order Direct.

HYDROPONIC CHEMICAL CO., Inc., Copley, Ohio, U.S.A.

METAL LABEL MARKERS

Immediate Delivery

Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

SEND FOR
DESCRIPTIVE FOLDERS
TODAY



LANSING SPECIALTIES MFG. CO.

LANSING 12, MICH.



AN ALLCUT
CUTS LIKE A
SICKLE FROM
the GROUND UP!

Cuts ALL the weed stalks left by other mowers with practically NO EFFORT. Cuts ornamental grass (grass that is cut every week) on steep banks with EASE. Thousands of ALLCUTS now in use in public parks, cemeteries, military posts and private grounds. Write for circular.

Prices include delivery.

16-in.—\$27.50

24-in.—\$34.50

AUTO SICKLE CO. So. Natick, Mass.
Dealer inquiries invited.

GOODRICH BUDDING STRIPS

Do not get "caught short" when budding time is here next summer.

Order now and give us a shipping date to be sure your Budding Strips will be on hand when needed.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

Cone & Belding advertising agency, who talked about "Advertising, Religion and Free Enterprise."

Mr. Buck felt that there was an apparent dilemma in the fact that the selfish impulses of men are opposed to their need to work cooperatively, cooperation being the essential fact of the modern industrial system. Man's innate "creative vision" is the means by which technology has raised civilization from its former destitution. This power of inventiveness, which can ultimately solve all of man's problems, is best able to find expression in the free enterprise society, where man's own needs are his only coercion.

Advertising is a means by which this dilemma of conflict vs. cooperation may be resolved, as the advertiser must first appeal to the customer's self-interest before he can satisfy his own; he must offer him something he wants before he can get him to buy. Thus, there is a real harmony of interests behind this apparent conflict. The reasons for this struggle by each individual for a better life, often expressed in the question "Why am I here?" are found in religion, Mr. Buck stated.

Dr. White Reviews Problems

Dr. Richard P. White, executive secretary of the American Association of Nurserymen, opened the afternoon session with a brief address, reviewing some of the problems of the nursery industry, past and present. He predicted that what he termed the "foreign mail-order bill," which would permit foreign mail-order houses to send packages worth \$10 or less into this country duty-free, would come up for consideration in the next Congress. The danger in this bill, he said, is that it would permit small packages of nursery stock to enter this country without inspection because there would be no duty to collect on them. He also predicted that proposals for increased postal rates in the third and fourth classes will be revived after the new Congress convenes.

The next speaker was Robert Stone, of the National Research Bureau, who presented the topic "Direct-mail Selling."

Mr. Stone suggested that one of the main tasks in successful direct-mail selling is devising an attractive offer, one that appeals most to the consumer self-interest. It must be one that requires little effort on the part of the consumer. If a premium is offered in addition, the best kind is one that helps sell the value of the advertiser's main product, not one that bears no relation to the product,

PAID FOR ITSELF ON THE FIRST JOB!

says a York RE Rake Owner

"The Model RE Rake I bought from you last month paid for itself on the first job. Also, after paying for the rake, I made more on the job than I expected to make without using it. "For fine raking on open ground, I have never had a man who could rake as smoothly as this rake.

"It is the best investment I've made since I've been in business. It couldn't be bought for \$1,000 if I couldn't get another one.

"I will be glad to demonstrate it to anyone interested in seeing it work."

- The above statement comes from Mr. Leroy Snow, Snow's Nursery, Charlottesville, Va., who proved to his complete satisfaction that the Model RE York Rake is a big time and money saver.

- With more than 30 years of rake-building experience behind it, the RE incorporates the practical features most desired by nurserymen.

- It handles easily behind your tractor . . . does a finished grading job . . . mulches the soil . . . is ideal for

raking stones and spreading top soil . . . works close to foundations of buildings . . . eliminates slow, costly hand raking.

- The RE Rake is built for rugged use, with teeth of heat-treated alloy spring steel rigidly attached to carbon spring steel heads. It may be positioned to discharge material either to the right or left, or it may be used at right angles to the direction of travel for spreading material and gathering rows of stones into piles. If reversed, it acts as a bulldozer. All adjustments are quickly and conveniently made by the tractor operator.

- Casters and wheels are available as optional accessories. Mounted on the rake frame, they hold the rake in upright position when disengaged from the tractor. They are also useful in regulating the penetrating depth of the teeth.

For Complete Information,
Write Today to "Dept. A"



UPPER PHOTO

Stones are discharged in windrow by the Model RE York Rake. Note smoothness of the raked surface.

LOWER PHOTO

RE Rake may be reversed for grading and filling purposes. It's ideal for general nursery and landscaping requirements.

YORK MODERN CORPORATION • UNADILLA, N.Y.

RAKE BUILDERS FOR MORE THAN 30 YEARS

as it then becomes problematical whether the consumer bought the product for the premium alone or partly because of its own value. An example of a good premium for a horticultural distributor, according to Mr. Stone, is a book about landscape design or correct planting methods.

Mr. Stone urged the nurserymen to use letters as follow-ups for their catalogs and as a means of selling the value of the catalog itself. The chief problem is overcoming human inertia, he felt. People must be incited to action. The successful sales letter must begin by promising a benefit, enlarging upon it, stating it in specific terms. It must prove the value of the product through testimonials and endorsements, stress what the customer might lose by ignoring the letter (e.g., the best looking lawn in the neighborhood), rephrase the benefit and then urge the customer to act immediately.

Van Miller, representing the National Better Business Bureau, appeared on the program to express the approval of the better business bureaus of the plans of nursery groups to set up standards for advertising within the industry. He pointed out that it has been his experience that consumer dissatisfaction with any member of an industry usually

**TWO 18' x 75'
ROUGH BROS.
GREENHOUSES
BUILT FOR
W. A. Natorp**

W. A. Natorp Nurseries of Cincinnati, Ohio, will use these two houses for growing orchids and to propagate evergreens.

Yes, another satisfied customer with Rough Bros. greenhouses.



★ Write — wire or phone for complete information on Rough Bros. Greenhouses.

ANY STYLE — ANY SIZE

ROUGH BROS.
Greenhouse Manufacturers and Builders
4227 Spring Grove Avenue CINCINNATI 23, OHIO



EQUAL TO COLLEGE COURSE

"I enjoyed your course very much . . . it is well worth the money. I believe it is equal to any resident college course."

—E. D. Boyer, Ohio



• YOU can improve your earning capacity by studying landscaping in your spare time! Enter a profession where you will be in demand. American Landscape School has an easy, practical, home-study course that can be completed in 8 to 12 months.

45 beautifully illustrated lessons. Landscape gardening for homes, estates, parks, cemeteries. FREE lifetime consultation service. 36th year. Successful graduates throughout the world. Write today for free catalog.

Francis A. Robinson, president, is a partner of Robinson & Parham, member of American Association of Nurserymen in active professional landscape practice for 41 years.

AMERICAN LANDSCAPE SCHOOL
6610 Grand Avenue, Des Moines 12, Ia.
I'd like to know more about how to make money through landscaping.

NAME.....
ADDRESS.....

NURSERYMEN

WE SPECIALIZE IN
"DUTCH"
BURLAP
FOR THE NURSERY TRADE
SAMPLES CHEERFULLY SENT
UPON REQUEST
FOR LOW PRICES AND SATISFACTION

**AMERICAN-DUTCH
BURLAP CO.**
P. O. BOX 177 CRANSTON 10, R. I.
PHONE UNION 1-7963

BURLAST

BALL SAVER
ENDS RE-BURLAPPING
HILL'S NURSERY

P. O. Box 43 VICTORIA, TEXAS

GREENHOUSE AND NURSERY SUPPLIES

AMERICAN FLORIST SUPPLY CO.
1335 W. Randolph St. CHICAGO 7, ILL.

results in prejudice against the entire industry. He pledged the cooperation of the better business bureaus in assisting the nurserymen in the control of the advertising situation.

He concluded his discussion by pointing out that business in general is not hurt so much by outright frauds as it is by the so-called "fringe operators." The first group, he explained, can be prosecuted in courts of law and forcibly restrained from their illegal practices; the second group, on the other hand, operates technically within the law and is therefore subject only to the voluntary pressure of those in whose interest it is to control its questionable activities.

Advertising and Sales

The Tuesday morning session opened with a ringing address, entitled "Carrying Advertising Through to Sales," by Henry Flarsheim, vice-president of Bozell & Jacobs, advertising agency.

Mr. Flarsheim opened by stating that production of goods in this country has increased so much faster than has the population that intensified salesmanship is necessary to induce consumers to purchase more goods. He said that we cannot depend on military spending to preserve our "prosperity" forever and that we might just as well learn how to sell now instead of waiting for a depression when selling becomes a life-and-death matter. He added that, as far as he knew, the nursery industry had always had to know how to sell, because it had never gone through any "order-taking" periods, such as was true in the automobile industry.

He stated his frank opinion that much advertising copy in the nursery industry lacks punch. He said that many times in his own experience he had received catalogs from nursery firms with no letter enclosed: he said that the letter would add little to the cost of the production of the catalog and would serve to humanize the sales appeal. He also said that he believed pictures in nursery catalogs should include living people so as to avoid a look of sterility.

He called for a more aggressive approach to sales on the part of the nursery industry. He said that, after he had purchased a new home in a Chicago suburb, not a single nursery firm approached him with any proposals for landscaping his grounds. He thought it would be a good idea if nurseries were to secure a list of building permits issued in their localities and thus be prepared to approach new homeowners.

Mr. Flarsheim then outlined three

AMERICAN NURSERYMAN

KILL MOSQUITOS

OUTDOORS



For Camps, Hotels,
Clubs, Homes,
Anywhere

MOSQUITROL

... especially designed to eliminate Mosquitos and Gnats outdoors. Use on lawns, terraces, porches, etc. One application will last 3 weeks or more. Safe for foliage.

SAMPLE ORDER

1 DOZEN	\$14.00
3 dozen	\$12.60 doz.
12 dozen	11.34 doz.
60 dozen	9.45 doz.

RESELLS FOR

\$1.75 A PACKAGE

DEALERS: get FREE leaflets, attractive displays, ad mats. Order today!



AMPION CORPORATION
4-88 47th Ave., Long Island City 1, N.Y.

Imported

DUTCH BURLAP SQUARES

REED MATS

HOLLAND and GERMAN
PEAT MOSS
CLOVERSET POTS
AVAILABLE AT ALL TIMES

New Jersey Farm Supply
Cooperative Assn., Inc.
449 Market St. East Paterson, N. J.

WOOD

CHASE
LABELS

FINEST QUALITY — PROMPT SERVICE
LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

THE BENJAMIN CHASE CO.
DERRY VILLAGE, N. H.

FERTO - POT

Made of cow manure; plant eats pot.
2-in. \$2.75 per 100; 2½-in. \$3.25 per 100;
3-in. \$4.75 per 100. Prepaid. Bulk prices, \$18.00
per 1000 up. Booklet free.
Allen's Fertilizer Meal. 2½ per cent N 29
per cent P.A. 43.70 per cent B.P.L. \$65.00 per
ton C.L. \$67.50 ton L.C.L.

ALLEN CO. PITTSSTOWN, N.J.

characteristics which he termed as necessary to the top-flight salesman. These were:

1. A complete knowledge of the product he is selling and its benefits and the ability to express this knowledge clearly.

2. A genuine enthusiasm for the product, which makes the prospect believe that the salesman is doing him a favor by selling him the product.

3. The ability to say "no." It is often advisable to tell a prospect that a certain item is not suitable for his use; this approach gains the confidence of the prospect and increases the likelihood that the prospect will believe the salesman when the latter recommends another item to him.

A salesman, said Mr. Flarsheim, must have a strong desire to sell and must be fiercely interested in making money.

The selling price of a product should be based on its usefulness to the consumer, the speaker continued, and need not necessarily bear any fixed relationship to the cost of producing the product. He pointed out that there are products on the market which cost 2 and 3 cents to produce and which are sold for a dollar; these are purchased readily because consumers are convinced that the items are worth a dollar to them.

Factors in Advertising

Three important factors in publication advertising, according to Mr. Flarsheim, are consistency, forcefulness and the size of the ads. Explaining the third item, he stated that in tests made by his agency it was found that the inquiry cost on small "card" ads was one third less per inquiry as compared to larger ads. However, he continued, the cost *per sale* for the small ads was half again as much as it was for the larger ads. The conclusion was that an advertiser cannot thoroughly sell the consumer with a small ad; he may attract his attention temporarily, but he cannot do a complete sales job.

In advertising copy, the speaker stated, the advertiser should stress the buying motive. The product itself should never be stressed, but rather the advantages of the product in terms of human needs and satisfactions. The advertisement must promise either a benefit or the avoidance of something unpleasant. It is important to give the prospect a selfish reason for buying the product.

Immediately following this address, the nurserymen attending the meeting stood for a moment of silence as the necrology report was read by Kenneth A. Brent, managing editor of the American Nurseryman.



SAVE Time and Labor with this BIG HAND TRUCK

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-inch BALL—1500 lbs.

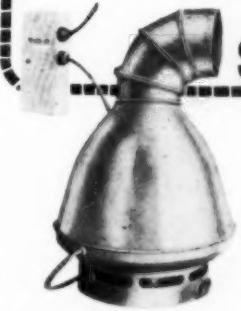
SPECIFICATIONS

- Specially designed curved nose.
- Electrically welded—strong, sturdy.
- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
- Over-all height, 7 feet 9 inches.
- Weight, 175 lbs., including 10-ft. chain.
- Attractive, professional appearance.

Write for folder giving details and prices.

— Our NEW ADDRESS —
THE GARDEN SHOP, Inc.
6315 West 75th St.
OVERLAND PARK, KANSAS
Phone HEDRICK 3288 (Kansas City, Mo., exch.)

**LOW-COST
AUTOMATIC HUMIDIFICATION
for any size greenhouse
with dependable
STANDARD Humidifiers**



Model 31 Humidifier

Model 31 Humidifier, illustrated, is for medium sized greenhouses.

Whether your greenhouse is large or small, there is a "STANDARD" Humidifier to provide accurate, automatic humidification 24 hours a day. And at lowest possible cost! Engineered for long, trouble-free service and easy installation. Priced surprisingly low.

WRITE NOW FOR DESCRIPTIVE BULLETINS. Please state dimensions of your house.

STANDARD ENGINEERING WORKS
PAWTUCKET, R. I.

ARROW/NAMSCO PEATS = SALES REPEATS



FINELY GRANULATED
HIGHLY ABSORBENT
TOP-QUALITY
CANADIAN AND EUROPEAN
PEAT MOSS

Prompt Shipment
"HOLLANDIA" BURLAP
SQUARES
REED MATS
for Coldframes
Write for Prices
State Requirements

NEW AMSTERDAM IMPORT CO.
122-A Chambers St., New York 7, N. Y.

BOOKS for Nurserymen

Better Fruits and Flowers

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IOWA SUMMER MEETING

[Continued from page 12]

The Adair tree digger, used to replace the work of eight men in digging trees, was demonstrated. Trees from 3 to 5-inch caliper were dug with the machine in spite of the grounds' being too muddy for good traction.

The Jiffy baller was also demonstrated, with a 5-foot arborvitae and several 3-foot Irish junipers being balled. The baller seems to work better if an entire row is removed at one time, but it can be manipulated to remove scattered trees. Some of the evergreens came out with a solid ball, but others showed loose dirt. Because of the mud, it required two Jiffys instead of the customary one to dig an evergreen.

During the demonstration of equipment, a charming and practical young lady walked barefoot in the mud, going where she wanted to without hesitation. She was a special attraction.

The Case high-clearance tractor, Bohnen's Ridemaster, the Cashman firmer and hillier, the Plumfield tree digger and the seedling bed root pruner and digger were shown, but not demonstrated because of the wet weather. The last-named device has a blade four feet wide that can be attached to a tractor.

All in all it was a successful meeting, and numerous expressions of gratitude were extended to the Sherman Nursery Co.

POTENTIALITIES OF 2,4-D

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